

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 24, 2007

NOTICE
OF
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Sprint Solutions Inc. 2001 Edmund Halley Drive Reston, VA 20191 Attn: Law Dept. – Public Sector	TELEPHONE: Michelle M. Zgliczynski (517) 775-3564
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 335-4804 Douglas S. Collier
NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE: JP Morgan Chase PO Box 219554 Dallas, TX 75320 Attn: Rit Logan (Phone 972-405-6076)	
NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE: Nextel West Corp. PO Box 4181 Carol Stream, IL 61097-4181	
Email: Michelle.M.Zgliczynski@sprint.com	
Contract Compliance Inspector: Jack Harris Sprint/Nextel Communication Units/Training Service – STATEWIDE	
CONTRACT PERIOD: From: July 23, 2007 To: December 31, 2007	
TERMS NA	SHIPMENT NA
F.O.B. NA	SHIPPED FROM NA
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

Estimated Contract Value: **\$2,800,000.00**

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 13, 2006

CHANGE NOTICE NO. 24
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334 richard.vanbuskirk@nextel.com joel.bell@nextel.com		VENDOR NUMBER/MAIL CODE (2) 84-1116272 (016)
		BUYER/CA (517) 335-4804 Doug Collier
Contract Compliance Inspector: Jack Harris Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2007		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Please see attached contract change which provides additional discounts and noted terms.

Please note that contract administrator has changed to Jack Harris (517) 241-7565 and that the buyer has changed to Doug Collier.

All other terms and conditons remain the same.

AUTHORITY/REASON (S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.40

CHANGE NOTICE #22
to
CONTRACT No. 07B9000378

Customer Name: **State of Michigan, Department of Management and Budget**
Address: Lewis Cass Building
320 South Walnut Street
P.O. Box 30026
Lansing, MI 48909

This **Change Notice 22** is made this 31st day of July 2006, and the initial term shall commence as of full execution of this agreement (the "Effective Date"). This Change Notice is attached to and forms a part of Contract No. 071B9000378 by and between Nextel West Corp. d/b/a Nextel Communications ("Nextel") and the State of Michigan, Department of Management and Budget ("Customer") dated February 16, 1999 and as subsequently amended (the "Agreement"). Customer and Nextel may be identified individually as a "Party" or collectively as the "Parties." Capitalized terms not defined in this Amendment or its attachments will have the meaning specified in the Agreement. For Sprint PCS Products and Services, the provisions of this Amendment will control over any conflicting terms of the Agreement.

The Parties agree as follows:

1. Customer and eligible Employees may purchase the Products and Services described in Attachments 1.0, 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 2.0, 2.1, 2.2, 2.3, 2.4, 2.5, 2.6 and 3.0 through Nextel's corporate affiliate, Sprint Spectrum L.P. ("Sprint PCS"). Sprint PCS agrees to the terms and conditions of the Agreement as amended by this Change Notice. Attachment A to this Change Notice spells out additional terms and conditions relating specifically and exclusively to Sprint PCS Services.
2. The discount structure under the Agreement is revised to provide the following discounts during the Term:
 - 2.1 **State of Michigan Service Rates:**
 - A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0;
 - B. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
 - C. 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
 - D. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
 - E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.
 - 2.2 **State of Michigan Equipment and Accessory Rates:**
 - A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
 - B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
 - C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6
 - 2.3 **Michigan Local Government Service Rates:**
 - A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0;
 - B. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
 - C. 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
 - D. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
 - E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.
 - 2.4 **Michigan Local Government Equipment and Accessory Rates:**
 - A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
 - B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
 - C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.
 - 2.5 **State and Local Government Employee Service Rates:**
 - A. 15% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.1;
 - B. 15% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.3;
 - C. 15% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.7;
 - D. 15% discount off Sprint PCS' CDMA monthly data rates as listed in Attachment 1.8;
 - E. 15% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.9.

2.6 State and Local Government Employee Equipment and Accessory Rates:

- A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 27% discount off the National Promotional Price.
- B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
- C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.

3. The Agreement is amended by adding the following attachments:

Attachment A: Sprint PCS Wireless Services
Attachment 1.0: Nextel iDEN Monthly Service Voice Rate Plans — Government-Liable Accounts
Attachment 1.1: Nextel iDEN Monthly Service Voice Rate Plans — Employee-Liable Accounts
Attachment 1.2: Sprint PCS CDMA Monthly Service Voice Rate Plans — Government-Liable Accounts
Attachment 1.3: Sprint PCS CDMA Monthly Service Voice Rate Plans — Employee-Liable Accounts
Attachment 1.4: Nextel iDEN Monthly Service Data Rate Plans — Government-Liable Accounts
Attachment 1.5: Sprint PCS CDMA Monthly Service Data Rate Plans — Government-Liable Accounts
Attachment 1.6: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Government-Liable Accounts
Attachment 1.7: Nextel iDEN Monthly Service Data Rate Plans — Employee-Liable Accounts
Attachment 1.8: Sprint PCS CDMA Monthly Service Data Rate Plans — Employee Liable Accounts
Attachment 1.9: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Employee Liable Accounts
Attachment 2.0: Nextel iDEN Equipment — All Accounts
Attachment 2.1: Nextel iDEN Ruggedized Equipment — All Accounts
Attachment 2.2: Nextel iDEN Specialized Equipment — All Accounts
Attachment 2.3: Sprint PCS CDMA EVDO and Multimedia Equipment — All Accounts
Attachment 2.4: Sprint PCS CDMA PDA and Camera Phone Equipment — All Accounts
Attachment 2.5: Sprint PCS CDMA Connection Card Equipment — All Accounts
Attachment 2.6: Sprint PCS CDMA Basic Data and Voice Equipment — All Accounts
Attachment 3.0 – Nextel iDEN Accessories – All Accounts

4. To facilitate contract administration, the parties agree that Sprint Solutions, Inc. may sign on behalf of the Sprint PCS and Nextel entities providing the Products and Services. Sprint Solutions, Inc. represents and warrants that it has the requisite authority to sign on behalf of, and bind, the applicable Sprint PCS and Nextel entities to this contract. Nextel and Sprint PCS will provide the Products and Services as identified in the applicable pricing attachments.

5. All other terms and conditions in the Agreement, not amended by this Change Order, will remain in effect. Alterations to this Amendment will not be valid unless accepted in writing by authorized designees of all parties. To become effective, this Amendment must be:

- 5.1 Signed by a Customer representative;
- 5.2 Delivered to Nextel on or before May 31, 2006; and
- 5.3 Signed by a Nextel officer or authorized designee.

STATE OF MICHIGAN, DEPARTMENT OF
MANAGEMENT AND BUDGET

SPRINT SOLUTIONS INC.

By: _____
Authorized Signature

By: _____
Authorized Signature

Date: _____

Date: _____

Name and Title:
(please type or print) _____

Name and Title: H. Leon Frazier
(please type or print) _____
Vice President

Address: _____

Address: 2001 Edmund Halley Drive
Reston, VA 20191

ATTACHMENT A
SPRINT PCS WIRELESS SERVICES

1. **PROVISION OF SPRINT PCS PRODUCTS AND SERVICES.** Sprint Spectrum L.P. provides the Sprint PCS Products and Services operating on the Nationwide Sprint PCS® Network listed in the Agreement. **Customer must comply with the Wireless Services Product Annex, and if applicable, any other Sprint PCS Product or Service-specific terms and conditions, which are incorporated into this Agreement as posted to www.sprint.com/ratesandconditions as of the date Customer signs this Agreement.** All terms and conditions in this Attachment only refer to Sprint PCS Active Units operating on the Nationwide Sprint PCS Network, unless otherwise specified.
2. **SPRINT PCS AFFILIATES.** Pricing in this Attachment may not be available to Active Units activated in Sprint PCS Affiliate Markets.
3. **BUSINESS PLANS.** Business Plans come in the bundles described in Attachments 1.2, 1.3, and 1.5 or Customer may add services to the bundles for additional MRCs. Each Business Plan is also eligible for the Service Pricing Discount in this Agreement. Pricing in this Attachment may not be available if a business sales agent or any other third-party sales agent is involved in the transaction in any way.
4. **SERVICE PRICING DISCOUNTS.**
 - 4.1 **Effective Date of Discounts.**
 - A. For new Active Units (defined as an active piece of wireless Product that Customer enrolls in a Sprint PCS Business Plan under the Agreement), the discounts identified in this Change Notice apply as of the Effective Date of the Change Notice.
 - B. For Active Units activated under pre-existing agreement(s) between Sprint PCS and Customer, Sprint PCS will apply the new discounts no later than sixty (60) days after the Effective Date of the Change Notice.
 - 4.2 **Application.** Unless otherwise stated in the applicable pricing attachment, Service Pricing Discounts apply to net monthly recurring charges ("Net MRC"). Service Pricing Discounts apply to all Sprint PCS Business Plans listed in this Agreement and promotional rate plans that Sprint PCS may offer on a limited time basis. Net MRCs exclude applicable taxes and surcharges.
 - 4.3 **Eligibility.** Only Customer-Liable and Employee-Liable Active Units that are included in Customer's Sprint PCS account hierarchy are eligible for Service Pricing Discounts. It may take up to 2 invoicing cycles to move pre-existing Customer-Liable Active Units to the same invoicing cycle in order to start receiving the Service Pricing Discount. The Service Pricing Discount is not available to Customer's contractors, suppliers, and non-government, non-authorized agencies working with or for Customer.
 - 4.4 **Employee Discount.** New and existing Employee (a/k/a Individual-Liable) Active Units may receive the Individual-Liable Service Pricing Discounts disclosed in the Change Order for the Rate Plans identified in Attachment 1.3 or any other commercially-available consumer rate plan at the time of enrollment under the Agreement. Employees must sign a Sprint PCS consumer subscriber agreement and provide satisfactory proof of employment to Sprint PCS before receiving the discount. Customer and Sprint PCS will develop methods for employment verification. Upon termination of the Agreement for any reason, or upon Employee's termination of employment with Customer, Sprint PCS may cease applying the Individual-Liable Service Pricing Discount. Employees are eligible to receive any commercially-available wireless device discounts at the time of purchase.
5. **PROMOTIONS.** Prices do not reflect the application of promotions, offers, or discounts, including Customer's Service Pricing Discount, and may not apply if a third party sales agent is involved in the transaction in any way. Sprint PCS promotions, offers, or discounts may not be available with certain Business Plans at Sprint PCS's sole discretion. If Customer is eligible for and selects a new Business Plan offered after the Commencement Date of the Agreement, (a) Customer's Service Pricing Discount, and (b) all terms and conditions of that new plan, apply in addition to and control over any conflicting term of the Agreement.
6. **SERVICE CREDITS.**
 - 6.1 Customer may receive a \$150 service credit per Corporate-Liable Active Unit that is activated under the Agreement in lieu of any point-of-sale credit. Service credits may not be available for some or all Corporate-Liable Active Units activated under the Agreement depending on Customer's selection of certain Sprint PCS promotions or programs.
 - 6.2 Service credits will be applied on Customer's first invoice after activation and will roll over until used (up to a maximum of 12 invoicing cycles). Service credits are non-transferable and have no cash value.

- 6.3 Individual-Liable Active Units or other existing Sprint PCS lines that are converted to a Corporate-Liable Active Unit are not eligible to receive the Service Credits referenced above if any rebate has been issued to the applicable converted Active Unit within the preceding 18 months.
- 6.4 Existing Corporate-Liable Active Units may be eligible to receive a credit at Term renewal, based on the time each line has been active.
7. **TERMINATION FEES.** Service credits, if any, and termination fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees. Early termination fees do not apply if Customer is moving from one Business Plan to another.
8. **ACTIVATION FEES.** Sprint will waive the nonrefundable activation fee of \$36 to each activated Customer account. Activation fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees.
9. **ELECTRONIC BILLING PRODUCTS.**
- 9.1 The following electronic billing products are offered for customers with at least 5 Corporate-Liable Active Units. Customer must comply with the Electronic Invoice Reporting and Analytics Product Annex, which is incorporated into this Agreement as posted to www.sprint.com/ratesandconditions as of the date Customer signs the Agreement. Each electronic billing product provides Corporate-Liable Active Unit call detail record ("CDR") information. The MRCs are as follows:

ELECTRONIC BILLING PRODUCTS	Invoice Data	Summary Data	MRC	One-time Set-up Fee
eBilling & Analysis	3 months	12 months	\$35.00	\$200.00
Electronic Bill Transfer (EBT)	2 months	N/A	Not Applicable	Not Applicable
Electronic Data Interchange (EDI)	1 month	N/A	Not Applicable	Not Applicable

- 9.2 Customer may choose 1 electronic billing product, or eBilling & Analysis and either EDI or EBT. Customer may not choose the EDI and EBT products together. Sprint PCS reserves the right to, upon 30 days prior written notice, migrate Customer to an updated or successor version of the selected electronic billing product if available or to an entirely new electronic billing product.
- 9.3 Customer will receive a summary invoice (without CDR information) or a remittance invoice at no additional charge. If Customer chooses to receive a detailed paper invoice along with an electronic billing product, the following MRCs will apply.

Corporate-Liable Active Units	MRC
5-500	\$ 100.00
500+	\$ 250.00

10. ADDITIONAL TERMS AND CONDITIONS FOR SPRINT PCS PRODUCTS AND SERVICES

- 10.1 The terms and conditions in this Attachment will apply to Sprint PCS's provision and Customer's use of Sprint PCS Products and Services in addition to the General Terms and Conditions of the Agreement. If a conflict exists between the General Terms and Conditions and this Attachment relating to Sprint PCS Products and Services, this Attachment will control. Rights and obligations of Nextel in the General Terms and Conditions will extend to Sprint Spectrum L.P., the affiliated entity providing Sprint PCS Product and Services.
- 10.2 **SOFTWARE LICENSE**
- A. **Licensing Requirements.** Where software is provided with the Sprint PCS Product or Service, Customer is granted a non-exclusive and non-transferable license or sublicense to use the software, including any related documentation, solely to enable Customer to use the Sprint PCS Products and Services in accordance with the applicable licensing requirements. **Software licensing terms and conditions of Sprint PCS's software vendors are posted at www.sprint.com/ratesandconditions/ or otherwise provided to Customer through click or shrinkwrap agreements.** Sprint PCS may suspend, block or terminate Customer's use of any software if Customer fails to comply with any applicable licensing requirement.
- B. **Breach of Licensing Requirements.** Customer will release Sprint PCS from any third party claims arising out of Customer's breach of the applicable software licensing requirements.

10.3 USE OF NAME, SERVICE MARKS, TRADEMARKS. Neither party will use the name, service marks, trademarks, or carrier identification code of the other party or any of its Affiliates for any purpose, including, but not limited to, resale of Sprint PCS Products or Services or press releases, without the other party's prior written consent.

10.4 CUSTOMER RESPONSIBILITIES

- A. **Acceptable Use Policy.** If Customer purchases Sprint PCS Products or Services that connect to or flow over the Internet, Customer must conform to the Sprint PCS acceptable use policy posted at <http://www.sprint.net/abuse.html>, as reasonably amended from time to time by Sprint PCS.
- B. **Resale Prohibition.** Customer may not resell or lease Sprint PCS Services or Products. If Customer fails to comply with any provision of this section, Customer releases Sprint PCS from all liabilities or obligations in connection with the affected Sprint PCS Product or Service.
- C. **Transmission Over Sprint PCS Network.** Customer is solely responsible for any third party claims alleged to arise in any way from information, data, or messages transmitted over the Nationwide Sprint PCS Network by Customer, or Customer's own customers or agents, including, but not limited to: (A) claims for libel, slander, invasion of privacy, infringement of copyright, and invasion or alteration of private records or data; (B) claims for infringement of patents arising from the use of equipment, hardware or software not provided by Sprint PCS; and (B) claims based on transmission and uploading of information that contains viruses, worms, or other destructive media or other unlawful content.

10.5 INDEMNIFICATION See Contract for details.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 11, 2005

CHANGE NOTICE NO. 23
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334 richard.vanbuskirk@nextel.com joel.bell@nextel.com	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 241-2005 Lisa Morrison
Contract Compliance Inspector: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2007	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective July 1, 2005, the attached modifications are hereby incorporated
into this contract with no modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 7/1/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.4

Richard VanBuskirk 810-217-0479 Take 18% off of these prices!!!!

BlackBerry Service Options			
SERVICE	MONTHLY ACCESS	BLACKBERRY EMAIL	DIRECT CONNECT
Nationwide Free Incoming Plan	\$99.99	Unlimited	Unlimited DC & NDC
BlackBerry National Team Share 400	\$79.99	Unlimited	400 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 600	\$89.99	Unlimited	600 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 900	\$109.99	Unlimited	900 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 1200	\$129.99	Unlimited	1,200 Anytime Mins, \$0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
Email Only Plan - Unlimited	\$49.99	Unlimited	\$0.40/Min
Email Only Plan - 3MB	\$39.99	3MB (\$0.01/KB Overage)	\$0.40/Min
Voice & Email Plan - Unlimited	\$44.99	Unlimited	Voice Plan Required
Voice & Email Plan - 3MB	\$34.99	3MB (\$0.01/KB Overage)	Voice Plan Required
Voice & Application Plan - 3MB	\$24.99	3MB (\$0.01/KB Overage)	Voice Plan Required
Equipment			
PRODUCT	DESCRIPTION		
BlackBerry 7520™	Fully loaded, full color handheld with cell phone, walkie-talkie, speakerphone and now Bluetooth® Enabled. Automatic email delivery.		
PRODUCT	DESCRIPTION		
20-User BES v 4.0	BlackBerry Enterprise Server for medium- and large-sized businesses. Operates with MS Exchange and IBM Lotus Domino and Novell Groupwise.		
5-User SBE (Small Business Edition) BES v 4.0	BlackBerry Enterprise Server for small businesses that plan to have no more than 15 handhelds throughout their organization. Operates with MS Exchange ONLY		
Upgrade to BES v 4.0	BlackBerry Enterprise Server Upgrade from MS Exchange v 3.5/3.6 or IBM Lotus Domino v 2.1/2.2 to BES v 4.0		

BlackBerry 7520 BlackBerry Data Plan required with all active BlackBerry handhelds from Nextel. Voice and data services may be available separately. 3MB Email and Web Plan: Data Charges: Overage over 3MB (\$0.01/KB). Monthly fee includes fees to cover our costs of complying with federal programs. Up to 11.5% per call & (\$2.83) per phone. Fees for state & local programs may apply (vary by area). plus government taxes/fees. Cellular: Airtime (\$0.40/min). Domestic: Long Distance (\$0.40/min). Domestic: Long Distance (\$0.20/min). Workday take calls charged by multiplying rate by minutes for participants. Airtime (\$0.40/min). Text: \$0.15 per received SMS text message. Unlimited Email and Web Plan: Monthly fee includes fees to cover our costs of complying with federal programs. Up to 11.5% per call & (\$2.83) per phone. Fees for state & local programs may apply (vary by area). plus government taxes/fees. Cellular: Airtime (\$0.40/min). Domestic: Long Distance (\$0.20/min). Workday take calls charged by multiplying rate by minutes for participants. Airtime (\$0.20/min). National wake-take (\$0.10/min). Text: After 200 per month, \$0.15 per received SMS text message. 3MB Email and Voice Plan: Requires voice plan. Data Charges: Overage over 3MB (\$0.01/KB). Text: \$0.15 per received SMS text message. Unlimited Email and Voice Plan: Requires voice plan. Does not include BlackBerry Email Service or other relay services. Data Charges: Overage over 3MB (\$0.01/KB). Text: After 200 per month, \$0.15 per received SMS text message. BlackBerry Nationwide Free Incoming Plan: One- or two-year contract required. Additional fees: \$200 early termination and \$35 setup fee per phone. Monthly fee includes fees to cover our costs of complying with federal programs. Up to 11.5% per call & (\$2.83) per phone. Fees for state & local programs may apply (vary by area). plus government taxes/fees. Cellular: Airtime (\$0.40/min). Domestic: Long Distance (\$0.20/min). Workday take calls charged by multiplying rate by minutes for participants. Airtime (\$0.20/min). National wake-take (\$0.10/min). Text: After 200 per month, \$0.15 per received SMS text message. BlackBerry National Team Share Plan: One- or two-year contract required. Additional fees: \$200 early termination and \$35 setup fee per phone. Monthly fee includes fees to cover our costs of complying with federal programs. Up to 11.5% per call & (\$2.83) per phone. Fees for state & local programs may apply (vary by area). plus government taxes/fees. Cellular: Airtime (\$0.40/min). Domestic: Long Distance (\$0.20/min). Workday take calls charged by multiplying rate by minutes for participants. BlackBerry Push Down Program: Other users August 31, 2005. \$100 credit applied as a "Used Equipment Reimbursement" on the 1st/2nd bill after upgrading and activating original device on same account with one-year contract. BlackBerry 7520 Multi-Rate: Other users August 31, 2005. Allow 8-12 weeks after new activation & loading in of a completed valid rebate form. Not available in all markets. Full terms and conditions on rebate form or nextel.com/blackberry. BlackBerry Enterprise Server Upgrades: Customers with software versions earlier than MS Exchange v 4.5 and IBM Lotus Domino v 2.1 are required to purchase new BES v 4.0 software. 5-User SBE BES Exchange v 4.0 for \$699. Nextel's Nationwide Network services 297 out of the top 300 markets.

Nextel Rate Plan Guide — Public Sector
State/Local Discount 18%

18%

July 2005

Cell: (810) 217-0479	Richard VanBuskirk	Sales Rep Title
	Fax: (248) 479-0477	rep.names@nextel.com

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes*	Service Agreement	Cellular Overage	Direct Connect Minutes*	Direct Connect Overage	Nationwide DC Access*	Talkgroup Minutes*	Share*	Nights & Weekends*	Domestic Long Distance*	Voice Mail	Caller ID*	Wireless Data Services*
Business Plan: Unlimited 3000	\$49.99	\$40.99	3000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 5000	\$59.99	\$49.99	5000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 7000	\$69.99	\$59.99	7000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 10000	\$79.99	\$69.99	10000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 15000	\$89.99	\$79.99	15000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 20000	\$99.99	\$89.99	20000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 30000	\$109.99	\$99.99	30000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 40000	\$119.99	\$109.99	40000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 50000	\$129.99	\$119.99	50000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 60000	\$139.99	\$129.99	60000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 70000	\$149.99	\$139.99	70000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 80000	\$159.99	\$149.99	80000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 90000	\$169.99	\$159.99	90000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 100000	\$179.99	\$169.99	100000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 150000	\$229.99	\$209.99	150000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 200000	\$279.99	\$259.99	200000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 300000	\$379.99	\$359.99	300000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 400000	\$479.99	\$459.99	400000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 500000	\$579.99	\$559.99	500000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 600000	\$679.99	\$659.99	600000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 700000	\$779.99	\$759.99	700000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 800000	\$879.99	\$859.99	800000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 900000	\$979.99	\$959.99	900000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 1000000	\$1079.99	\$1059.99	1000000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 1500000	\$1579.99	\$1559.99	1500000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 2000000	\$2079.99	\$2059.99	2000000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging**
Business Plan: Unlimited 3000000	\$3079.99	\$3059.99	3000000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per						

Richard VanBuskirk 810-217-0479

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1

COOT 1706

RECEIPT	MONTHLY RATE	SPECIAL PROMOTIONAL OFFER
RECEIPT		

Model 1: $Y_{it} = \alpha + \beta_1 X_{it} + \beta_2 Z_{it} + \beta_3 W_{it} + \beta_4 V_{it} + \beta_5 U_{it} + \beta_6 T_{it} + \beta_7 S_{it} + \beta_8 R_{it} + \beta_9 Q_{it} + \beta_{10} P_{it} + \beta_{11} O_{it} + \beta_{12} N_{it} + \beta_{13} M_{it} + \beta_{14} L_{it} + \beta_{15} K_{it} + \beta_{16} J_{it} + \beta_{17} I_{it} + \beta_{18} H_{it} + \beta_{19} G_{it} + \beta_{20} F_{it} + \beta_{21} E_{it} + \beta_{22} D_{it} + \beta_{23} C_{it} + \beta_{24} B_{it} + \beta_{25} A_{it} + \epsilon_{it}$

Boating Connection® Plus® package available for the 1700, 1730, 1740, 1800 & 1800 V6 models only. Includes monthly subscription to BoatSafe.COM™ (2), 2 MB of Data Records (storage rate \$10.00/MB), Web-Pass and Play-As-You-Go Messaging. 180 T-Force® message. 10 24hr maintenance.

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WIRELESS DATA SERVICES

JULY 2005 PAGE 2

Sales Representative Name & Phone Number

DESCRIPTION	DATA ACCESS (Total Connect) PLAN	INCLUDED MB	PRIVATE IP PRICE	Discounted Price	PUBLIC IP PRICE	Discounted Price	OVERAGE per KB
DATA ACCESS PLANS							
Access private or public IP addresses from your phone, laptop, PDA, or other device. Includes Java apps, wireless Net access, and behind-the-firewall corporate apps.	Pay-As-You-Go	0 MB	\$2.45	\$2.45	N/A	\$10.65	\$0.05
	1 MB	1 MB	\$4.19	\$4.19	\$1.25	\$11.85	\$0.01
	5 MB	5 MB	\$15.99	\$15.99	\$3.75	\$18.75	\$0.008
	10 MB	10 MB	\$24.99	\$24.99	\$4.50	\$27.00	\$0.005
	50 MB	50 MB	\$59.99	\$49.19	\$6.25	\$51.85	\$0.005
	100 MB	100 MB	\$99.99	\$81.99	\$10.25	\$84.45	\$0.003
Nextel WiFi HotSpot Plan ¹	Targeted toward the mobile professional. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.	One Month Free					\$12.79
Unlimited Wireless PC Access with WiFi Hotspots Plan ²	Targeted at mobile professionals. This service provides unlimited wireless access to the Internet for laptop and PDA. Includes 7400 and 7400i HotSpot locations.	One Month Free					\$45.09
Unlimited Wireless PC Access Plan ³	Targeted at mobile business people and field workers. This service provides unlimited wireless access to the Internet for laptop and PDA. Includes 7400 and 7400i HotSpot locations.						\$36.89

¹ Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

² Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

³ Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

⁴ Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

⁵ Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

⁶ Nextel WiFi HotSpot Plan is available for purchase only. This service provides unlimited localized wireless access for laptop and PDA. Includes 7400 and 7400i HotSpot locations.

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 14, 2005

CHANGE NOTICE NO. 22
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334 richard.vanbuskirk@nextel.com joel.bell@nextel.com		VENDOR NUMBER/MAIL CODE
Contract Compliance Inspector: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		BUYER/CA (517) 241-2005 Lisa Morrison
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2007		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no other modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 6/9/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.46

City Representative Name in Phone Number

[illegible]

Naxtel Versatile Portfolio — Public Sector

[illegible]

Nextel Rate Plan Guide — Public Sector

State/Local Discount

15%

June 2005

Government Account Executive
Richard Vardoulakis
Fax: (440) 475-0477

Cell: (810) 217-0479

Richard Vardoulakis
Fax: (440) 475-0477

RATE PLANS	Monthly Access*	Discounted Monthly Access*	Cellular Minutes*	Service Agreement	Cellular Overage	Direct Connect Minutes*	Direct Connect Overage	Nationwide DC Access*	Tollgroup Minutes*	Share*	Nights & Weekends*	Domestic Long Distance*	Voice Mail	Caller ID*	Wireless Data Services*
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Plan	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ per minute	40¢ 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Nextel Rate Plan Guide — Public Sector

Statistical Discount

18%

Cell: (810) 217-0479

Richard VanBuren
Fax: (248) 479-0477

Government Account Executive
richard.vanbuskirk@mednet.com

Government Account Executive
richard.vanbuskirk@mednet.com

June 2005

[illegible]

Description of Funded or Paying Activity	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	2942	2943	2944	2945	2946	2947	2948	2949	2950	2951	2952	2953	2954	2955	2956	2957	2958	2959	2960	2961	2962	2963	2964	2965	2966	2967	2968	2969	2970	2971	2972	2973	2974	2975	2976	2977	2978	2979	2980	2981	2982	2983	2984	2985	2986	2987	2988	2989	2990	2991	2992	2993	2994	2995	2996	2997	2998	2999	3000	3001	3002	3003	3004	3005	3006	3007	3008	3009	3010	3011	3012	3013	3014	3015	3016	3017	3018	3019	3020	3021	3022	3023	3024	3025	3026	3027	3028	3029	3030	3031	3032	3033	3034	3035	3036	3037	3038	3039	3040	3041
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	Q4-09	Q4-08	Q4-07	Q4-06	Q4-05	Q4-04	Q4-03	Q4-02	Q4-01	Q4-00	Q3-00	Q2-00	Q1-00	Q4-99	Q3-99	Q2-99	Q1-99	Q4-98	Q3-98	Q2-98	Q1-98	Q4-97	Q3-97	Q2-97	Q1-97	Q4-96	Q3-96	Q2-96	Q1-96	Q4-95	Q3-95	Q2-95	Q1-95	Q4-94	Q3-94	Q2-94	Q1-94	Q4-93	Q3-93	Q2-93	Q1-93	Q4-92	Q3-92	Q2-92	Q1-92	Q4-91	Q3-91	Q2-91	Q1-91	Q4-90	Q3-90	Q2-90	Q1-90	Q4-89	Q3-89	Q2-89	Q1-89	Q4-88	Q3-88	Q2-88	Q1-88	Q4-87	Q3-87	Q2-87	Q1-87	Q4-86	Q3-86	Q2-86	Q1-86	Q4-85	Q3-85	Q2-85	Q1-85	Q4-84	Q3-84	Q2-84	Q1-84	Q4-83	Q3-83	Q2-83	Q1-83	Q4-82	Q3-82	Q2-82	Q1-82	Q4-81	Q3-81	Q2-81	Q1-81	Q4-80	Q3-80	Q2-80	Q1-80	Q4-79	Q3-79	Q2-79	Q1-79	Q4-78	Q3-78	Q2-78	Q1-78	Q4-77	Q3-77	Q2-77	Q1-77	Q4-76	Q3-76	Q2-76	Q1-76	Q4-75	Q3-75	Q2-75	Q1-75	Q4-74	Q3-74	Q2-74	Q1-74	Q4-73	Q3-73	Q2-73	Q1-73	Q4-72	Q3-72	Q2-72	Q1-72	Q4-71	Q3-71	Q2-71	Q1-71	Q4-70	Q3-70	Q2-70	Q1-70	Q4-69	Q3-69	Q2-69	Q1-69	Q4-68	Q3-68	Q2-68	Q1-68	Q4-67	Q3-67	Q2-67	Q1-67	Q4-66	Q3-66	Q2-66	Q1-66	Q4-65	Q3-65	Q2-65	Q1-65	Q4-64	Q3-64	Q2-64	Q1-64	Q4-63	Q3-63	Q2-63	Q1-63	Q4-62	Q3-62	Q2-62	Q1-62	Q4-61	Q3-61	Q2-61	Q1-61	Q4-60	Q3-60	Q2-60	Q1-60	Q4-59	Q3-59	Q2-59	Q1-59	Q4-58	Q3-58	Q2-58	Q1-58	Q4-57	Q3-57	Q2-57	Q1-57	Q4-56	Q3-56	Q2-56	Q1-56	Q4-55	Q3-55	Q2-55	Q1-55	Q4-54	Q3-54	Q2-54	Q1-54	Q4-53	Q3-53	Q2-53	Q1-53	Q4-52	Q3-52	Q2-52	Q1-52	Q4-51	Q3-51	Q2-51	Q1-51	Q4-50	Q3-50	Q2-50	Q1-50	Q4-49	Q3-49	Q2-49	Q1-49	Q4-48	Q3-48	Q2-48	Q1-48	Q4-47	Q3-47	Q2-47	Q1-47	Q4-46	Q3-46	Q2-46	Q1-46	Q4-45	Q3-45	Q2-45	Q1-45	Q4-44	Q3-44	Q2-44	Q1-44	Q4-43	Q3-43	Q2-43	Q1-43	Q4-42	Q3-42	Q2-42	Q1-42	Q4-41	Q3-41	Q2-41	Q1-41	Q4-40	Q3-40	Q2-40	Q1-40	Q4-39	Q3-39	Q2-39	Q1-39	Q4-38	Q3-38	Q2-38	Q1-38	Q4-37	Q3-37	Q2-37	Q1-37	Q4-36	Q3-36	Q2-36	Q1-36	Q4-35	Q3-35	Q2-35	Q1-35	Q4-34	Q3-34	Q2-34	Q1-34	Q4-33	Q3-33	Q2-33	Q1-33	Q4-32	Q3-32	Q2-32	Q1-32	Q4-31	Q3-31	Q2-31	Q1-31	Q4-30	Q3-30	Q2-30	Q1-30	Q4-29	Q3-29	Q2-29	Q1-29	Q4-28	Q3-28	Q2-28	Q1-28	Q4-27	Q3-27	Q2-27	Q1-27	Q4-26	Q3-26	Q2-26	Q1-26	Q4-25	Q3-25	Q2-25	Q1-25	Q4-24	Q3-24	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22	Q4-21	Q3-21	Q2-21	Q1-21	Q4-20	Q3-20	Q2-20	Q1-20	Q4-19	Q3-19	Q2-19	Q1-19	Q4-18	Q3-18	Q2-18	Q1-18	Q4-17	Q3-17	Q2-17	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12	Q4-11	Q3-11	Q2-11	Q1-11	Q4-10	Q3-10	Q2-10	Q1-10	Q4-09	Q3-09	Q2-09	Q1-09																																																																																																																																																																																																																																																																																																																																																																																																										
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... and a further 300,000 managed where no deal is made further notice and are subject to change. Certain restrictions may apply. Officers may not be available

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1. *What is the purpose of this study?*
2. *What are the research objectives?*
3. *What is the research design?*
4. *What are the variables?*
5. *What is the sample?*
6. *What are the data sources?*
7. *What are the data collection methods?*
8. *What are the data analysis methods?*
9. *What are the results?*
10. *What are the conclusions?*
11. *What are the limitations?*
12. *What are the implications?*
13. *What are the future research directions?*

4. $N = 1$ (one) and $M = 1$ (one) \Rightarrow Consider only D.C. \Rightarrow Direct Current only. AC = Alternating current. Please read the on-line account and separate plan to this module.

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with that of the previous 50 years, the frequency of extreme events is increasing. The 1990s

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... .. US is going on the National Flood Plan and Local Flood Control Plan along and deeply in Florida. New York, New Jersey and Southern California

1. *Chlorophyta* group, both *Chlorella* and *Chlorella* spp. (Chlorophyta group, both *Chlorella* and *Chlorella* spp.)

1. *Journal of the American Statistical Association*, 94(467), 1089-1092.

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 13, 2004

CHANGE NOTICE NO. 21
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 335-0462 Christine Mitchell, CPPB
Contract Compliance Inspector: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2007	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective immediately this contract is **EXTENDED** for two (2) years. The new contract end date is August 1, 2007. This contract is also **INCREASED** by \$2,000,000.00. Effective immediately, the attached modifications are hereby incorporated into this contract with no other modifications in pricing, terms and conditions. The attached modified rate plans incorporate an additional 8% reduction in SOM business account plan rates. The main contact for sales remains:

Rick Van Buskirk at (810) 217-1627 (Richard.vanbuskirk@nextel.com)
OR

Joel Bell at (810) 217-1627 (Joel.bell@nextel.com)

In addition, there are 6 Nextel Strategic Care Specialists assigned to specific accounts and departments. Contact Karen Guinyard at (810) 499-1761 to find out who your agency specialist is. Also, find attached the new

employee rate plans, reflecting a 10% discount on rate plans, 27% discount on hantouts and 10% on accessories. For employess accounts contact:

Tracy Archer at (517) 202-3757 (tracey.archer.@nextel.com)

OR

Through the webaisle lik off the DMB AS website.

AUTHORITY/REASON (S):

Per vendor contact (Joel Bell) dated 9/2/04.

INCREASE: \$2,000,000.00

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$3,963,584.46

Nextel Public Sector Accounts Rate Plan Guide

September 2004

State/Local Discount

18%

Richard Van Buskirk
Sales Rep Title
Fax: (248) 893-8940

Cell: (810) 217-0479
rpd.nam@nextel.com

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes*	Service Agreement	Cellular Overage	Direct Connect Minutes*	Direct Connect Overage	Group Connect Minutes*	Share	Nights & Weekends	Domestic Long Distance*	Voice Mail	Caller ID*	NOL*
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Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming 250	\$49.99	\$40.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Two-Way Messaging Express**
National Free Incoming 400	\$59.99	\$49.99	400 + 100											
National Free Incoming 600	\$69.99	\$59.99	600 + 100											
National Free Incoming 800	\$79.99	\$69.99	800 + 100											
National Free Incoming 1200	\$119.99	\$98.99	1200 + 100											
National Free Incoming 1600	\$159.99	\$131.19	1600 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming Plus 250	\$59.99	\$49.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	\$69.99	\$59.99	400 + 100											
National Free Incoming Plus 600	\$79.99	\$69.99	600 + 100											
National Free Incoming Plus 800	\$89.99	\$79.99	800 + 100											
National Free Incoming Plus 1200	\$129.99	\$106.99	1200 + 100											
National Free Incoming Plus 1600	\$169.99	\$139.99	1600 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Contractually Covered ¹														
National Team Share Add-on	\$15.00	\$12.30	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	\$1 per month	\$1 per month	Two-Way Messaging Express**
National Team Share 400	\$39.99	\$32.79	400											
National Team Share 600	\$49.99	\$42.79	600											
National Team Share 800	\$59.99	\$52.79	800											
National Team Share 1000	\$69.99	\$62.79	1,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Contractually Covered ¹														
National Shared Minute 100	\$29.99	\$27.79	100	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	\$10 per month	Included	Included	Included	Buy-Up Options Available**
National Shared Minute 200	\$39.99	\$37.79	200											
National Shared Minute 400	\$49.99	\$47.79	400											
National Shared Minute 600	\$59.99	\$57.79	600											
National Shared Minute 800	\$69.99	\$67.79	800											
National Shared Minute 1000	\$79.99	\$77.79	1,000											
National Shared Minute 1200	\$89.99	\$87.79	1,200											
National Shared Minute 1400	\$99.99	\$97.79	1,400											
National Shared Minute 1600	\$109.99	\$107.79	1,600											
National Shared Minute 1800	\$119.99	\$117.79	1,800											
National Shared Minute 2000	\$129.99	\$127.79	2,000											
National Shared Minute 2500	\$159.99	\$157.79	2,500											
National Shared Minute 3000	\$189.99	\$187.79	3,000											
Cellular minutes round to the second after first minute. Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

Alternate Line Pay As You Go														
National Alternate Line 200	\$5.99	\$4.91	0	One-Year	10¢ per min.	N/A	N/A	N/A	No	Unlimited	Included	20¢ per min.	Shared with Primary Line	N/A
National Alternate Line 400	\$10.99	\$9.81	200											
National Alternate Line 600	\$15.99	\$14.81	400											
National Alternate Line 800	\$20.99	\$19.81	600											
National Alternate Line 1000	\$25.99	\$24.81	800											
National Alternate Line 1200	\$30.99	\$29.81	1,000											
National Alternate Line 1400	\$35.99	\$34.81	1,200											
National Alternate Line 1600	\$40.99	\$39.81	1,400											
Alternate Line Service Plans cannot be used for primary line service.														

National Value 500														
National Value 1000	\$39.99	\$32.79	500	One-Year	40¢ per minute	100	15¢ per minute	15¢ per minute	DC	Unlimited	Included	\$1 per month	\$1 per month	Buy-Up Options Available**
National Value 2000	\$59.99	\$49.99	1,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier.														

National Unlimited NDC Plus														
National Unlimited NDC Plus	\$199.99	\$163.99	Unlimited	One-Year	N/A	Unlimited	N/A	15¢ per min	No	N/A	Included	Included	Included	Full Service
Includes Full Service Package														

Nextel Public Sector Accounts Rate Plan Guide

State/Local Discount

18%

September 2004

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Sales Rep Title
Cell: (810) 217-0479
Fax: (248) 893-8940
rva.name@nextel.com

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes	Service Agreement	Cellular Overage	Direct Connect Minutes	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends	Domestic Long Distance	Voice Mail	Caller ID	NOL
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Local Instant Connect UDC	\$35.99	\$29.51	0	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	20¢ per minute for included w/ \$10 Buy-up)	\$1 per month	\$1 per month	Buy-Up Options Available**
Local Instant Connect 500	\$39.99	\$32.79	500											
Local Instant Connect 700	\$49.99	\$40.99	700											
Local Instant Connect 1000	\$59.99	\$49.19	1,000											
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UDC Access plus Two-Way Messaging Premier														

BlackBerry National Shared Minute	\$44.99	\$36.89	0	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular No	\$10 per month	Included	Included	Unlimited Email & Web Access	
BlackBerry Nationwide Free Incoming	\$39.99	\$31.99	300						Both					
BlackBerry National Team Share 400	\$79.99	\$65.99	400											
BlackBerry National Team Share 600	\$99.99	\$83.99	600											
BlackBerry National Team Share 800	\$109.99	\$90.19	800											
BlackBerry National Team Share 1000	\$129.99	\$106.59	1,000											
Get 100 Bonus Minutes per month for 12 months 7 with the BlackBerry Nationwide Free Incoming Plan!														

Government Local Shared 100	\$24.99	\$20.49	0	One-Year	20¢ per minute	100	15¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Buy-Up Options Available**	
Government Local Shared 400	\$39.99	\$32.79	200			200				500				
Government Local Shared 700	\$49.99	\$40.99	300			350				1,000				
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UDC Access plus Two-Way Messaging Premier														

Government Total Rewards Add-on	\$25.00	\$20.50	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	Two-Way Premier**	
Government Total Rewards 300	\$45.00	\$36.50	300											
Government Total Rewards 500	\$55.00	\$45.10	500											
Government Total Rewards 700	\$75.00	\$64.50	700											
Government Total Rewards 900	\$95.00	\$77.50	900											
Includes Priority Connect — a feature that provides priority access to the Nextel network and its resources during times of congestion.														

* Other monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of \$1.55 or \$2.83. The FPCR is not a fee or government required charge. The fee is charged for use or more of the following: E911, number pooling and wireless number portability.

Plans are valid for Public Sector users only who are not subject to other federal or state regulations. Cellular regulations may apply. Offers may require credit approval. New activation and one- or two-year Service Agreement. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.19¢ or 1.25¢, per some states a Gross Receipts Tax of 1.4% to 5% (varies by state), and a 3¢ per minute fee for long distance calls. Account set-up fee of \$35 per phone, up to \$70 per account (some markets a max of \$40/account per order) may apply. \$200 early termination fee may apply, after 15-day trial period (conditions apply). Read service agreement for details. In-state purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 Share Key: Both = cellular and DC; Cellular = cellular only; DC = Direct Connect only; No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with like plans. Group Connect minutes do not share.

2 Nationwide Direct Connect calls are charged to the call initiator, use DC minutes in your plan and incur an additional charge of either (i) 1¢/min, multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. Requires a data-capable phone. NDC does not apply to Group Connect.

3 Direct Connect minutes are available in your local calling area and do not include Group Connect calls. Limited Direct Connect minutes can be used for Group Connect calls.

4 Nights are 8:00pm to 7:00pm. Weekends begin Fri. at 6:00pm and end Mon. at 7:00am.

5 No additional charge for Domestic Long Distance. If Domestic Long Distance is included in the plan.

6 Caller ID may not be available on all calls. Read Service Agreement for details.

7 Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Group Connect minutes do not share.

8 Cellular calls round to the next full minute, except for the National Shared Minute plan, when cellular calls round to the second after the first minute. Unused minutes do not accumulate to the next billing cycle.

9 Free incoming calls are calls received while in the U.S. on the Nextel National Network.

\$ Up to 10¢ per sent or received text message depending on message type.

** Additional Data Services are available to be purchased as an add-on including Premium Web, Unlimited Two-Way Messaging, Mobile Email and Full Service Data Package. Ask your Sales Representative for more information.

† Includes Rate Plans are available for inclusion as part of Federal, State and Local contracts. All other rate plans should be deemed as linked time offers and are subject to change.

Nextel's Nationwide Network serves 295 out of the top 300 markets. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo and Nextel Direct Connect are trademarks, service marks and/or registered marks of Nextel Communications.

Total Connect and Packetstream Gold Plans / Business Solutions Pricing September 2004

Sales Representative Name: _____ rep.name@nextel.com

Tethered Packet Data Rate Plans				
Application	Description of Service	Monthly Access	Application	Description of Service
Total Connect & Packetstream Gold Plans	Included MB	Private IP Price	Public IP Price	Effective speed KB
Total Connect As-You-Go	0	\$2.99	N/A	19.2
Total Connect 1 Megabyte - Phone	1	\$9.99	\$12.99	19.2
Total Connect 5 Megabyte - Phone Plus	5	\$19.99	\$22.99	19.2
Total Connect 10 Megabyte - PDA	10	\$29.99	\$32.99	19.2
Total Connect 50 Megabyte - Laptop	50	\$59.99	\$62.99	19.2
Total Connect 100 Megabyte - Laptop Plus	100	\$99.99	\$102.99	19.2
Packetstream Gold *	unlimited	\$54.99	N/A	Up to 56.6
Business Solutions Applications - Nextel-Billed				
Application	Description of Service	Monthly Access	Application	Description of Service
Global - Pathway	Internet-based mobile resource management solution. Uses GPS-enabled cell phone to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	\$14.95 to \$16.95 Bar code: \$3.95	Datatrac - Wireless eTrac	Real-time updates of pick-ups, delivery and proof-of-delivery data for the entire fleet or independent expedited transportation industry.
AcSoft - Comet Tracker	Use GPS to locate and track workers. Keep electronic timesheet, and download data to PC. Requires additional Total Connect Plan.	\$17.00	Garworks - eTrac	An administrative solution that can take as many as a variety of field service activities. Features include GPS mapping and dispatch, timesheets, driving directions, real-time work status, geo-fencing, and a variety of key metric reports.
Aether - PocketBlue	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	\$75.99	Nextel Interoperability Directory	Unique service offering designed to facilitate interoperable communications between public safety organizations.
Alclic - Barcode Scanning Solutions	Allows customers to wirelessly track assets. Alclic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	Service Type 1, \$20, Type 2 \$35, Type 3 \$40	Pendant - Deo	Provides two-way pertinent job information and location updates in real time. One GPS and barcode provides job information, location updates and scanning in real time.
AlHour - AlPut	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	\$19.99	ServiceHub - ServiceHub	Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.
Constructus - CityConnect	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	\$3.50	Synch - Synch PDA400 Barcode Scanner	Allows mobile field service, field sales and delivery personnel to use their Nextel phone to scan barcodes, receive real-time updates, voice and data network to provide real-time information access in the field. (See AlClic for service options)
Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	TeleNav - TeleNav	Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited routes requires additional Total Connect Plan.
Corrigo Expansion Module - Corrigo Inventory Management	Extends CorrigoConnect's Cost Allocation and Parts Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$15.00	TeleNavTrack	Provides integrated GPS tracking, reporting, reports, electronic information and real-time updates over Nextel GPS phones. Requires additional Total Connect Plan.
Corrigo Expansion Module - Corrigo Invoicing	Automates recurring work orders for service organizations and provides a complete record of work orders. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Vetro - Raimaker for salesforce.com	Provides online and offline access to this salesforce.com application. Provides location and time data in online Customer Relationship Management and Sales Force Automation.
Corrigo Expansion Module - Corrigo Scheduled Work	Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Checkpoint	Allows users to browse public records and proprietary records on the Internet. Includes real-time location and security number including identity verification information, corporate information, and real property records.
Corrigo Expansion Module - Corrigo Time Card Management	Enables punch lists ("to do lists"), detailed job tasking, and compliance inspections to be managed anywhere. Corrigo Punch List is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Contact	Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.
Corrigo - Corrigo Punch List	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Query	Allows law enforcement officers to conduct record checks through the Internet. Includes real-time location and security number and proprietary databases.
Corrigo - CorrigoConnect	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$30.00	Xora - Xora GPS TimeTrack	Combines employee hours, job work order management, GPS monitoring and real-time location tracking. Requires additional Total Connect Plan.
Corrigo - CorrigoConnect Java for GPS	Management solution that delivers control over service operations in the field. CorrigoConnect is a prerequisite. It connects Java phones using a Java client. The GPS module shows real time staff and work locations on a map in the office. GPS requires the Java-GPS module.	\$14 Java; \$3 Java-GPS		

* Packetstream Gold is required to support 3G or PDA web browsing and Internet based mail. While Packetstream Gold is necessary to maximize a customer's usage of a Nextel network, Nextel reserves the right to restrict a customer's usage of a Nextel network based on network performance. Current prices are from 09/01/04-09/30/04 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage of a Nextel network based on network performance. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel, Down, the Nextel, Done, App, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information.

Nextel Specialty Products — Public Sector Accounts

Contract Discount:

39%

September 2004

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

Sales Rep Name	International										Photo Not Shown	Photo Not Shown
Title (695) 123-1234 cell (855) 123-1234 fax rep.name@nextel.com												
Phone	T720	r750plus FM RFU	r750plus AFU	iR1200	iR1200 GPS	m370 (Return)	b370 (Return)	m470 (S.O.)	m470 test (S.O.)			
No Commitment Price	\$149.99	\$249.99	\$249.99	\$249.99	\$249.99	\$549.99	\$370.99	\$349.99	\$1,149.99			
National Promotion Price						\$249.99	\$349.99	\$249.99	\$1,049.99			
Special Flat Promotional Price	\$69.99	\$99.99	\$49.99	\$124.99	\$149.99	\$449.99	\$349.99	\$249.99				
Price After Discount						\$299.99	\$349.99	\$249.99	\$949.99			
Upgrade Pricing:								\$516.49	\$640.49			
Replacement or Upgrade with No Commitment*		\$349.99	\$299.99			\$549.99	\$649.99	\$349.99	\$1,149.99			
Replacement or Upgrade with Service Agreement†		\$249.99	\$199.99			\$449.99	\$549.99	\$249.99	\$1,049.99			
Services												
Direct Connect, Digital Cellular, Nextel Online, Msa.		✓				✓	✓					
Phone Features												
Color Screen	✓											
Speakerphone		✓				✓	✓					
Walkie-Talkie Speaker / Privacy		✓										
One Touch Direct Connect/Group Connect						✓	✓					
Downloadable Applications and Games (Java)												
External Display (Clim style phones)												
Voice Recorder	✓											
Voice Activated Dialing												
Connectable Back Cover	500	230	230			230	230	230	230			
Downloadable Wallpapers												
Downloadable Ring Tones												
VibraCall Alert	✓					✓	✓					
GPS Enabled												
Accessory Connector Cover												
Alternate Line Service Support		✓										
Keypad lock	✓	✓				✓	✓					
Mult-Language	✓	✓				✓	✓					
Profiles / Styles												
Customizable Main Menu Order	✓											
Direct Talk												
Initiate Emergency Group Connect		✓										
Talkgroup Scan Service Support		✓										
Email Delivered Automatically												
Full QWERTY Keyboard												
PDA Functionality with PC Synchronization												
Changeable Phone Covers												
Cant Hoster Included	✓											
Intrinsically Safe												
Rain-Resistant		✓										
Adheres to Military Standards for Dust, Shock & Vibration		✓										
Rubber Grip		✓										
Robustized Battery 660r		✓										
Additional features/items:												
	UK adapter Euro adapter	Factory Mutual Approval		Requires Installation and Accessories	Requires Installation and Accessories							
Dimensions	3.5"x1.9"x.8"	5.5"x2.35"x1.73"	5.5"x2.35"x1.73"	5.0"x2.2"x1.0"	5.0"x2.2"x1.0"							
Battery Type	Lithium Ion	Lithium Ion	Lithium Ion	Hardwired	Hardwired							
Battery Life (hrs)(mAh)	500 mAh	1500 mAh	1500 mAh	21.2	21.2							
Weight w/Battery (oz)	3.7	11.8	11.8	2.6	2.6							
Talk Time (Min/Hrs)	290 mins	312 mins.	285 mins.	N/A	N/A							
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A	N/A							
Standby Time	170 hrs.	80 hrs.	82 hrs.	N/A	N/A							
Lines of Text on screen	9	4 or 6	4 or 6	N/A	N/A							
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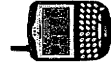
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Discontinued Phones — Public Sector Accounts

September 2004

Contract Discount: 39%

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com



Phone	BlackBerry 6510	1733	195cl	190c	160c	135s	130sx
No Commitment Price	\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99
National Promotion Price	\$349.99	\$349.99	\$224.99	\$199.99	\$99.99	\$74.99	
Special Flat Promotional Price	\$49.99	\$224.99	\$129.99	\$119.99	\$49.99	\$24.99	\$0.99
Price After Discount							
Closedout Price	\$99.99	\$199.99	\$99.99	\$49.99	\$39.99		

Upgrade Pricing							
Replacement or Upgrade with No Commitment	\$449.99	\$449.99	\$324.99	\$299.99	\$199.99	\$174.99	\$164.99
Replacement or Upgrade with Service Agreement	\$99.99	\$199.99	\$99.99	\$49.99	\$39.99	\$74.99	

Phone Details							
Technology	IDEN	IDEN	IDEN	IDEN	IDEN	IDEN	IDEN
Dimensions	4.4"x2.95"x1.02"	3.6"x2"x1.1"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x2"x1.7"	5"x1.9"x1.3"	5.1"x1.9"x1.2"
Battery Type	900 mAh Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	6 oz	Standard Lithium Ion
Weight w/Battery (oz)	5.8	5.1	5.45	5.1	5.36	5.4	5.4
Talk Time (Minutes)	165 mins.	200 mins	200 mins	200 mins	165 mins	270 mins.	165 mins
Standby Time	75 hrs.	75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.

Phone Features							
Direct Connect	✓	✓	✓	✓	✓	✓	✓
Speakerphone		✓	✓	✓	✓	✓	✓
Color Screen		✓	256	✓	✓	✓	Downloadable
Voice Activated Dialing		✓	✓	✓	✓	✓	✓
Vibrate/Call Alert	✓	✓	✓	✓	✓	✓	✓
Active / Passive Flip Options		✓	✓	✓	✓	✓	✓
Voice Notes		✓	✓	✓	✓	✓	✓
Initiate Emergency Group Connect		✓	✓	✓	✓	✓	✓
Internet Ready / Data Capable	✓	✓	✓	✓	✓	✓	✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
GPS Enabled		✓	✓	✓	✓	✓	✓
Calls List (sent/received)	✓	✓	✓	✓	✓	✓	✓
Phone Book		✓	✓	✓	✓	✓	✓
Date Book		✓	✓	✓	✓	✓	✓
Downloadable Applications and Games (Java)	✓	✓	✓	✓	✓	✓	✓
Downloadable Wallpapers		✓	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Downloadable Ring Tones		✓	✓	✓	✓	✓	✓
Customizable Main Menu Order		✓	✓	✓	✓	✓	✓
Styles		✓	✓	✓	✓	✓	✓
Auto Answer		✓	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓	✓	✓
3-Way Calling		✓	✓	✓	✓	✓	✓
Exchangeable Faceplate & Keypad		✓	✓	✓	✓	✓	✓
Belt Clip / Holster / Carry Case Included		✓	✓	✓	✓	✓	✓
Mil Spec 810 C/D/E Dust, Shock & Vibration	✓	✓	✓	✓	✓	✓	✓
Rubber Grip		✓	✓	✓	✓	✓	✓
Minimum size 6.5 oz & 14 cubic inches		✓	✓	✓	✓	✓	✓
Rubberized battery door		✓	✓	✓	✓	✓	✓
Reinforced Antenna Stem		✓	✓	✓	✓	✓	✓
Color Options / Additional Items						Black	

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation, may require one- or two-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account (some markets a max of \$50/account per order) may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone. Nextel's Nationwide Network serves 296 out of the top 300 markets. © 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.

Nextel Public Sector Accounts Rate Plan Guide

Government Employee Discount 10%

September 2004

Sales Rep Title
IDP_name@nextel.com

Tracey Archer
Cell: (517) 202-3759
Fax: (517) 324-4650

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes	Service Agreement	Cellular Coverage	Direct Connect Minutes	Direct Connect Overage	Overage Minutes	Share	Nights & Weekends	Domestic Long Distance	Voice Mail	Caller ID	NOL*
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Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming 250	\$49.99	\$44.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Two-Way Messaging Express**
National Free Incoming 400	\$59.99	\$53.99	400 + 100											
National Free Incoming 600	\$69.99	\$62.99	600 + 100											
National Free Incoming 800	\$79.99	\$71.99	800 + 100											
National Free Incoming 1000	\$89.99	\$80.99	1000 + 100											
National Free Incoming 1200	\$99.99	\$89.99	1200 + 100											
National Free Incoming 1400	\$109.99	\$99.99	1400 + 100											
National Free Incoming 1600	\$119.99	\$107.99	1600 + 100											
National Free Incoming 1800	\$129.99	\$116.99	1800 + 100											
National Free Incoming 2000	\$139.99	\$126.99	2000 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.	\$149.99	\$134.99	1600 + 100											

Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming Plus 250	\$59.99	\$53.99	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	\$69.99	\$62.99	400 + 100											
National Free Incoming Plus 600	\$79.99	\$71.99	600 + 100											
National Free Incoming Plus 800	\$89.99	\$80.99	800 + 100											
National Free Incoming Plus 1000	\$99.99	\$89.99	1000 + 100											
National Free Incoming Plus 1200	\$109.99	\$99.99	1200 + 100											
National Free Incoming Plus 1400	\$119.99	\$107.99	1400 + 100											
National Free Incoming Plus 1600	\$129.99	\$116.99	1600 + 100											
National Free Incoming Plus 1800	\$139.99	\$126.99	1800 + 100											
National Free Incoming Plus 2000	\$149.99	\$134.99	2000 + 100											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.	\$159.99	\$144.99	2000 + 100											

Contractually Covered ¹														
National Team Share Add-on	\$15.00	\$13.50	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	\$1 per month	Two-Way Messaging Express**
National Team Share 400	\$39.99	\$35.99	400											
National Team Share 600	\$49.99	\$44.99	600											
National Team Share 800	\$59.99	\$53.99	800											
National Team Share 1000	\$69.99	\$62.99	1,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.	\$79.99	\$71.99	1,000											

Contractually Covered ¹														
National Shared Minute 100	\$39.99	\$35.99	100	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	\$10 per month	Included	Included	Included	Buy-Up Options Available**
National Shared Minute 200	\$49.99	\$44.99	200											
National Shared Minute 300	\$59.99	\$53.99	300											
National Shared Minute 400	\$69.99	\$62.99	400											
National Shared Minute 500	\$79.99	\$71.99	500											
National Shared Minute 600	\$89.99	\$80.99	600											
National Shared Minute 700	\$99.99	\$89.99	700											
National Shared Minute 800	\$109.99	\$99.99	800											
National Shared Minute 900	\$119.99	\$107.99	900											
National Shared Minute 1000	\$129.99	\$116.99	1,000											
National Shared Minute 1200	\$139.99	\$126.99	1,200											
National Shared Minute 1400	\$149.99	\$134.99	1,400											
National Shared Minute 1600	\$159.99	\$144.99	1,600											
National Shared Minute 1800	\$169.99	\$153.99	1,800											
National Shared Minute 2000	\$179.99	\$162.99	2,000											
National Shared Minute 2500	\$229.99	\$206.99	2,500											
National Shared Minute 3000	\$279.99	\$254.99	3,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.	\$299.99	\$274.99	3,000											
Cellular minutes round to the second after first minute. Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.														

Alternate Line Pay As You Go														
National Alternate Line 200	\$5.99	\$5.39	0	One-Year	10¢ per min.	N/A	N/A	15¢ per min.	No	Unlimited	Included	Included	Shared with Primary Line	N/A
National Alternate Line 300	\$10.99	\$9.79	200											
National Alternate Line 400	\$15.99	\$14.39	300											
National Alternate Line 500	\$20.99	\$18.79	400											
National Alternate Line 600	\$25.99	\$23.19	500											
National Alternate Line 700	\$30.99	\$27.59	600											
National Alternate Line 800	\$35.99	\$32.19	700											
National Alternate Line 900	\$40.99	\$36.59	800											
National Alternate Line 1000	\$45.99	\$41.59	900											
National Alternate Line 1200	\$50.99	\$46.59	1,000											
National Alternate Line 1400	\$55.99	\$51.59	1,100											
National Alternate Line 1600	\$60.99	\$56.59	1,200											
National Alternate Line 1800	\$65.99	\$61.59	1,300											
National Alternate Line 2000	\$70.99	\$66.59	1,400											
National Alternate Line 2500	\$85.99	\$81.59	1,700											
National Alternate Line 3000	\$100.99	\$96.59	2,000											
Alternate Line Service Plans cannot be used for primary line service.														

Alternate Line Service Plans cannot be used for primary line service.														
National Value 500	\$39.99	\$35.99	500	One-Year	40¢ per minute	100	15¢ per minute	15¢ per minute	DC	Unlimited	Included	Included	\$1 per month	Buy-Up Options Available**
National Value 1000	\$59.99	\$53.99	1,000											
National Value 2000	\$99.99	\$89.99	2,000											
Buy-up Talk & Text offer? 30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Express; or \$15 UNDC Access plus Two-Way Messaging Premier.	\$139.99	\$124.99	2,000											

Includes Full Service Package														
National Unlimited NDC Plus	\$199.99	\$179.99	Unlimited	One-Year	N/A	Unlimited	N/A	15¢ per min	No	N/A	Included	Included	Included	Full Service

Nextel Public Sector Accounts Rate Plan Guide

Government Employee Discount 10%

September 2004

Sales Rep Title
 Top.nam@nextel.com

Tracy Archer
 Cell: (517) 202-3759
 Fax: (517) 324-4850

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes	Service Agreement	Cellular Overage	Direct Connect Minutes	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends	Domestic Long Distance	Voice Mail	Caller ID	NOL
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Local Instant Connect UDC	\$35.99	\$32.39	0	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	20¢ per minute (for included w/ \$10 Buy-up)	\$1 per month	\$1 per month	Buy-Up Options Available**
Local Instant Connect 500	\$35.99	\$35.99	500											
Local Instant Connect 700	\$49.99	\$44.99	700											
Local Instant Connect 1000	\$59.99	\$53.99	1,000											
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier														

BlackBerry National Shared Minute	\$44.99	\$40.49	0	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular No	\$10 per month	Included	Included	Included	Unlimited Email & Web Access
BlackBerry Nationwide Free Incoming	\$35.99	\$35.99	300											
BlackBerry National Team Share 400	\$75.99	\$71.99	400											
BlackBerry National Team Share 600	\$95.99	\$89.99	600											
BlackBerry National Team Share 800	\$119.99	\$113.99	800											
BlackBerry National Team Share 1000	\$149.99	\$143.99	1,000											
Get 100 Bonus Minutes per month for 12 months 7 with the BlackBerry Nationwide Free Incoming Plan!														

Government Local Shared 100	\$24.99	\$22.49	0	One-Year	20¢ per minute	100	15¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
Government Local Shared 200	\$39.99	\$35.99	200			350				500				
Government Local Shared 700	\$49.99	\$44.99	350							1,000				
Buy-up Talk & Text offer 7-30 days free plus 100 Bonus Minutes per month for 12 months: \$10 UNDC Access plus Two-Way Messaging Premier														

Government Total Rewards Add-on	\$25.00	\$22.50	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	Included	Two-Way Premier**
Government Total Rewards 300	\$45.00	\$40.50	300											
Government Total Rewards 500	\$55.00	\$49.50	500											
Government Total Rewards 700	\$75.00	\$67.50	700											
Government Total Rewards 900	\$95.00	\$85.50	900											
Includes Priority Connect — a feature that provides priority access to the Nextel network and its resources during times of congestion.														

*Other monthly charges apply. Nextel imposes a Federal Programs Call Recovery (FPCR) fee of \$1.55 or \$2.82. The FPCR is not a fee or government required charge. The fee is charged for one or more of the following: E911, number pooling and wireless number portability.

Plan fees are valid for Public Sector calls (900/904 except where noted) or toll-free numbers and are subject to change. Cellular restrictions may apply. Offers may not be available in all areas. Offers may require credit approval, new activation and one- or two-year Service Agreement. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.194% or 1.25%, in some states a Gross Receipts Tax of 1.4% to 5%, 75¢ per minute, and a 5¢ per minute fee for long distance calls. Account set-up fee of \$25 per phone, up to \$70 per account (same markets a max of \$80/account per order) may apply. \$200 early termination fee may apply, after 15-day trial period (conditions apply). Nextel service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 Share Key: Both = cellular and DC; Cellular = cellular only; DC = Direct Connect only; No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with like plans. Group Connect minutes do not share.

2 Nationwide Direct Connect calls are charged to the call initiator, use DC minutes in your plan and incur an additional charge of either (i) 10¢/min. multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. Requires a data-capable phone. NOL does not apply to Group Connect.

3 Direct Connect minutes are available in your local calling area and do not include Group Connect calls. Limited Direct Connect minutes can be used for Group Connect calls.

4 Nights are 8:00pm to 7:00am. Weekends begin Fri. at 8:00pm and end Mon. at 7:00am.

5 No additional charge for Domestic Long Distance. If Domestic Long Distance is included in the plan.

6 Caller ID may not be available on all calls. Nextel Service Agreement for details.

7 Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in that home market. Nationwide service is not available for Group Connect calls. Group Connect minutes do not share.

8 Cellular calls round to the next full minute, except for the National Shared Minute plan, when cellular calls round to the second after the first minute. Unused minutes do not accumulate to the next billing cycle.

9 Free incoming calls are call received while in the U.S. on the Nextel National Network.

\$ Up to 15¢ per sent or received text message depending on message type.

** Additional Data Services are available to be purchased as an add-on including Premium Web, Unlimited Two-Way Messaging, Mobile Email and Full Services Data Package. Ask your Sales Representative for more information.

† Includes Rate Plans are available for inclusion as part of Federal, State and Local contracts. At other rate plans should be obtained as written time offers and are subject to change.

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NEXTEL ONLINE WIRELESS DATA & MESSAGING SERVICES
PUBLIC SECTOR
 Sales Representative Name & Phone Number
 04X Discount

SERVICE PLAN		DESCRIPTION	MONTHLY PRICE	UNLIMITED SERVICES	SPECIAL PROMOTIONAL OFFERS
PACKAGES	Messaging Package	Stay connected while on the go with these mobile messaging services and contact management tools.	\$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service	60 Bonus Anytime Cellular Minutes per month for 12 months. \$10 SERVICE CREDIT WHEN MESSAGE PACKAGE IS ADDED TO NEW PHONE ACTIVATION. Offer good for 12 months. See restrictions, rules and eligibility refer to act/ncs-selling
	Full Service Package	The most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go.	\$15.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service	60 Bonus Anytime Cellular Minutes per month for 12 months. \$10 SERVICE CREDIT WHEN MESSAGE PACKAGE IS ADDED TO NEW PHONE ACTIVATION. Offer good for 12 months. See restrictions, rules and eligibility refer to act/ncs-selling
	Mobile Admin Package	Allows administrators to remotely manage contact lists and customize phone's hot menus for an entire account. Includes Two-Way Messaging Express.	\$4.00	Address Book Admin & Wireless Admin	Combine with Two-Way Messaging Premier for only \$15.00.
	Wireless Web	Access to over 100 top wireless Internet sites to stay informed, entertained and in control of your business and personal lives. Includes Two-Way Messaging Express.	\$3.50		
INITIAL SERVICE PLANS	Premium Web	Access any wireless Internet URL, set bookmarks, customize browser menus with AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service and Hotmail. Includes Web and Two-Way Messaging Express.	\$10.00		Included
	Two-Way Messaging Express	Pay-as-you-go basic messaging service, \$0.10 per message.	\$0.10 each		Included
	Two-Way Messaging Premier	Send and receive unlimited messages. Includes Web and Address Book.	\$7.50		Included
	AOL® Instant Messenger™	Exchange instant messages with any AIM user with your Address Book Name and Buddy List feature. Includes Web and Two-Way Messaging Express.	\$5.00		Included
INITIAL SERVICE PLANS	Alerts (SMS)	Incoming text and numeric SMS alerts.	\$0.15 each 300 Alerts = \$45.00 1000 Alerts = \$9.00		Included
	Mobile Email	Access your POP3 IM accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging Express.	\$5.00		Included
	International Data Service	Access to data services including Messaging services, Wireless Web, BlackBerry and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	Pay as you go: \$0.03/minute, Two-Way \$0.10/minute, Two-Way \$0.10/minute plus per kilobyte charge		Included
	Address Book	Manage up to 2,000 contacts at Nextel.com. Access remotely from your phone, download your phone's contact list, access administrator-leader corporate directory. Includes Web and Two-Way Messaging Express.	\$5.00		Included
INITIAL SERVICE PLANS	Address Book Admin	Manage up to 2,000 contacts at Nextel.com. Access remotely from your phone, download your phone's contact list, access administrator-leader corporate directory. Includes Web and Two-Way Messaging Express.	\$3.50		Included
	Mobile Locator™	Allows managers and dispatchers to view the current location of field employees in real time on an Internet-based map. Includes Two-Way Messaging Express.	\$15.00		Included
	NOL Racing Connection¹	Introduces award service bundle of Wireless Web, Two-Way Messaging Express and Total Connect As-You-Go -- perfect to sell the NASCAR.COM TO GO service.	\$5.00		Included
	NOL Racing Connection PLUS Express²	Subscription, 2 MB of Total Connect usage, Wireless Web service and Two-Way Messaging Express in one convenient, Nextel billed package!	\$15.99		Included
INITIAL SERVICE PLANS	Mobile Applications Manager (MAM)³	Allows customers to manage, purchase and distribute JAVA apps over-the-air with no requirement for certification from Nextel; provides a private, secure applications library. Includes with packetstream Gold and all Total Connect 1 MB and above plans.			MONTHLY PRICE: \$5.00
	Access private or public IP	Access private or public IP			
	Access private or public IP	Access private or public IP			
	Access private or public IP	Access private or public IP			
TOTAL CONNECT	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
TOTAL CONNECT	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
TOTAL CONNECT	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price
	Total Connect 1 MB	Total Connect 1 MB	Discounted Price	Public Price	Discounted Price

¹NOL Racing Connection service automatically activated for the 1730, 1730, 1730 and 1730 only. Includes monthly subscription to NASCAR.COM TO GO. 2 MB of Total Connect usage (average rate \$0.01/MB). Wireless Web service and Two-Way Messaging Express charged at \$0.10/message. Beginning with the 3rd month of service.

²NOL Racing Connection PLUS Express service available for the 1730, 1730, 1730 and 1730 only. Includes monthly subscription to NASCAR.COM TO GO. 2 MB of Total Connect usage (average rate \$0.01/MB). Wireless Web service and Two-Way Messaging Express charged at \$0.10/message. Beginning with the 3rd month of service.

³Packetstream Gold is intended to support laptops or PDA's with wireless and Internet-based mail. While it is essentially an unlimited use product Model reserves the right to restrict a customer's usage if it adversely affects network performance.

NOL Data-Up service is available for \$10/month (plus cellular minutes used), or it is included in Messaging Package and Full Service Package (activation required). AOL Data-Up does not include Web service.

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SEPTEMBER 2004

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BlackBerry Service Options				
SERVICE	MONTHLY/ACCESS	BLACKBERRY EMAIL	DIRECT CONNECT	CELLULAR
Nationwide Free Incoming Plan	\$99.99	Unlimited	Unlimited DC & HDC	Unlimited Incoming, 300 Outgoing Mins, \$0.40/Min. Overage, LD Included Now Includes Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months
BlackBerry National Team Share 400	\$79.99	Unlimited	250	400 Anytime Mins, \$0.40/Min. Overage, LD Included, Includes Unlimited Nights and Weekends
BlackBerry National Team Share 600	\$89.99	Unlimited	250	600 Anytime Mins, \$0.40/Min. Overage, LD Included, Includes Unlimited Nights and Weekends
BlackBerry National Team Share 800	\$109.99	Unlimited	250	800 Anytime Mins, \$0.40/Min. Overage, LD Included, Includes Unlimited Nights and Weekends
BlackBerry National Team Share 1000	\$129.99	Unlimited	250	1,000 Anytime Mins, \$0.40/Min. Overage, LD Included, Includes Unlimited Nights and Weekends
Email Only Plan - Unlimited	\$49.99	Unlimited	\$0.20/Min	\$0.40/Min
Email Only Plan - 3MB	\$39.99	3MB (\$0.01/KB Overage)	\$0.20/Min	\$0.40/Min
Voice & Email Plan - Unlimited	\$44.99	Unlimited	Qualifying Voice Plan Required	
Voice & Email Plan - 3MB	\$34.99	3MB (\$0.01/KB Overage)	Qualifying Voice Plan Required	

PRODUCT	DESCRIPTION	PRICING
BlackBerry 7510™	Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access.	RRP = \$549.99 1-2 Units = \$349.99 3-4 Units = \$299.99 5+ Units = \$249.99 (Brightpoint Price = \$549.99)

BUNDLES		PRODUCT	DESCRIPTION	PRICING
	5/5	Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. Save \$400.	\$1,548.95	
	10/20	Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$1,700.	\$3,999.90	
	20/20	Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. Save \$2,700.	\$5,499.80	

\$500 100% BlackBerry Trade-Up Promotion: Offer expires November 30, 2004 or while supplies last. A \$100 credit will be applied to the account as "Used Equipment Reimbursement" on the 1st and 2nd invoice after the trade-in unit has been received by Nextel. The trade-in unit must be received within 30 days of purchase of a new unit. The trade-in unit must be a BlackBerry 7100, 7105, 7130, 7135, 7140, 7145, 7150, 7155, 7160, 7165, 7170, 7175, 7180, 7185, 7190, 7195, 7200, 7205, 7210, 7215, 7220, 7225, 7230, 7235, 7240, 7245, 7250, 7255, 7260, 7265, 7270, 7275, 7280, 7285, 7290, 7295, 7300, 7305, 7310, 7315, 7320, 7325, 7330, 7335, 7340, 7345, 7350, 7355, 7360, 7365, 7370, 7375, 7380, 7385, 7390, 7395, 7400, 7405, 7410, 7415, 7420, 7425, 7430, 7435, 7440, 7445, 7450, 7455, 7460, 7465, 7470, 7475, 7480, 7485, 7490, 7495, 7500, 7505, 7510, 7515, 7520, 7525, 7530, 7535, 7540, 7545, 7550, 7555, 7560, 7565, 7570, 7575, 7580, 7585, 7590, 7595, 7600, 7605, 7610, 7615, 7620, 7625, 7630, 7635, 7640, 7645, 7650, 7655, 7660, 7665, 7670, 7675, 7680, 7685, 7690, 7695, 7700, 7705, 7710, 7715, 7720, 7725, 7730, 7735, 7740, 7745, 7750, 7755, 7760, 7765, 7770, 7775, 7780, 7785, 7790, 7795, 7800, 7805, 7810, 7815, 7820, 7825, 7830, 7835, 7840, 7845, 7850, 7855, 7860, 7865, 7870, 7875, 7880, 7885, 7890, 7895, 7900, 7905, 7910, 7915, 7920, 7925, 7930, 7935, 7940, 7945, 7950, 7955, 7960, 7965, 7970, 7975, 7980, 7985, 7990, 7995, 8000, 8005, 8010, 8015, 8020, 8025, 8030, 8035, 8040, 8045, 8050, 8055, 8060, 8065, 8070, 8075, 8080, 8085, 8090, 8095, 8100, 8105, 8110, 8115, 8120, 8125, 8130, 8135, 8140, 8145, 8150, 8155, 8160, 8165, 8170, 8175, 8180, 8185, 8190, 8195, 8200, 8205, 8210, 8215, 8220, 8225, 8230, 8235, 8240, 8245, 8250, 8255, 8260, 8265, 8270, 8275, 8280, 8285, 8290, 8295, 8300, 8305, 8310, 8315, 8320, 8325, 8330, 8335, 8340, 8345, 8350, 8355, 8360, 8365, 8370, 8375, 8380, 8385, 8390, 8395, 8400, 8405, 8410, 8415, 8420, 8425, 8430, 8435, 8440, 8445, 8450, 8455, 8460, 8465, 8470, 8475, 8480, 8485, 8490, 8495, 8500, 8505, 8510, 8515, 8520, 8525, 8530, 8535, 8540, 8545, 8550, 8555, 8560, 8565, 8570, 8575, 8580, 8585, 8590, 8595, 8600, 8605, 8610, 8615, 8620, 8625, 8630, 8635, 8640, 8645, 8650, 8655, 8660, 8665, 8670, 8675, 8680, 8685, 8690, 8695, 8700, 8705, 8710, 8715, 8720, 8725, 8730, 8735, 8740, 8745, 8750, 8755, 8760, 8765, 8770, 8775, 8780, 8785, 8790, 8795, 8800, 8805, 8810, 8815, 8820, 8825, 8830, 8835, 8840, 8845, 8850, 8855, 8860, 8865, 8870, 8875, 8880, 8885, 8890, 8895, 8900, 8905, 8910, 8915, 8920, 8925, 8930, 8935, 8940, 8945, 8950, 8955, 8960, 8965, 8970, 8975, 8980, 8985, 8990, 8995, 9000, 9005, 9010, 9015, 9020, 9025, 9030, 9035, 9040, 9045, 9050, 9055, 9060, 9065, 9070, 9075, 9080, 9085, 9090, 9095, 9100, 9105, 9110, 9115, 9120, 9125, 9130, 9135, 9140, 9145, 9150, 9155, 9160, 9165, 9170, 9175, 9180, 9185, 9190, 9195, 9200, 9205, 9210, 9215, 9220, 9225, 9230, 9235, 9240, 9245, 9250, 9255, 9260, 9265, 9270, 9275, 9280, 9285, 9290, 9295, 9300, 9305, 9310, 9315, 9320, 9325, 9330, 9335, 9340, 9345, 9350, 9355, 9360, 9365, 9370, 9375, 9380, 9385, 9390, 9395, 9400, 9405, 9410, 9415, 9420, 9425, 9430, 9435, 9440, 9445, 9450, 9455, 9460, 9465, 9470, 9475, 9480, 9485, 9490, 9495, 9500, 9505, 9510, 9515, 9520, 9525, 9530, 9535, 9540, 9545, 9550, 9555, 9560, 9565, 9570, 9575, 9580, 9585, 9590, 9595, 9600, 9605, 9610, 9615, 9620, 9625, 9630, 9635, 9640, 9645, 9650, 9655, 9660, 9665, 9670, 9675, 9680, 9685, 9690, 9695, 9700, 9705, 9710, 9715, 9720, 9725, 9730, 9735, 9740, 9745, 9750, 9755, 9760, 9765, 9770, 9775, 9780, 9785, 9790, 9795, 9800, 9805, 9810, 9815, 9820, 9825, 9830, 9835, 9840, 9845, 9850, 9855, 9860, 9865, 9870, 9875, 9880, 9885, 9890, 9895, 9900, 9905, 9910, 9915, 9920, 9925, 9930, 9935, 9940, 9945, 9950, 9955, 9960, 9965, 9970, 9975, 9980, 9985, 9990, 9995, 10000. Excludes: Prepaid, 270c, 280, MP-2000, MP-4000, SPH-1600, SPH-1700, SPH-2000, SPH-2100, SPH-2200, SPH-2300, SPH-2400, SPH-2500, SPH-2600, SPH-2700, SPH-2800, SPH-2900, SPH-3000, SPH-3100, SPH-3200, SPH-3300, SPH-3400, SPH-3500, SPH-3600, SPH-3700, SPH-3800, SPH-3900, SPH-4000, SPH-4100, SPH-4200, SPH-4300, SPH-4400, SPH-4500, SPH-4600, SPH-4700, SPH-4800, SPH-4900, SPH-5000, SPH-5100, SPH-5200, SPH-5300, SPH-5400, SPH-5500, SPH-5600, SPH-5700, SPH-5800, SPH-5900, SPH-6000, SPH-6100, SPH-6200, SPH-6300, SPH-6400, SPH-6500, SPH-6600, SPH-6700, SPH-6800, SPH-6900, SPH-7000, SPH-7100, SPH-7200, SPH-7300, SPH-7400, SPH-7500, SPH-7600, SPH-7700, SPH-7800, SPH-7900, SP

Total Connect and Packetstream Gold Plans / Business Solutions Pricing



September 2004

rep.name@nextel.com

Tethered Packet Data Rate Plans					
Application	Description of Service	Monthly Access	Application	Description of Service	Monthly Access
Total Connect & Packetstream Gold Plans					
Total Connect As-You-Go		0			
Total Connect 1 Megabyte - Phone		\$2.99			
Total Connect 2 Megabyte - Phone Plus		\$9.99			
Total Connect 5 Megabyte - Phone Plus		\$19.99			
Total Connect 10 Megabyte - PDA		\$29.99			
Total Connect 50 Megabyte - Laptop		\$59.99			
Total Connect 100 Megabyte - Laptop Plus		\$109.99			
Packetstream Gold *		Unlimited			
Business Solutions Applications - Nextel-Billed					
Application	Description of Service	Monthly Access	Application	Description of Service	Monthly Access
@Road - Pathway	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	\$14.95 to \$16.95; Bar code: \$3.95	Datatrac - Wireless @Trac	Real-time updates of pick-ups, delivery and proof-of-delivery data in transportation industry.	\$27.50
AcSofT - Comet Tracker	Uses GPS to locate and track workers, keep electronic timesheet, and monitor fuel consumption. Requires additional Total Connect Plan.	\$17.00	GeoWorks - trace	An enterprise-level solution that can scale to manage a variety of time sheets, driving directions, real-time work status, geo-fencing, and a variety of key metric reports.	\$14.95 to \$59.00
Aether - PocketBlue	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	\$75.99	Nextel Interoperability Directory	Unique service offering designed to facilitate interoperable communications between public safety organizations.	\$5.00 to \$10.00
AirClic Barcode Scanning Solutions	Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	Service Type 1 \$30, Type 2 \$35, Type 3 \$40	Pendant - Desc	Provides two-way pertinent job information and location updates in real time. DSC GPS and Barcode provides job information, location updates and scanning in real time.	\$11.00 to \$21.00
AltHours - AltPut	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	\$15.99	ServiceHub - ServiceHub	Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.	\$30 ServiceHub \$300 Workforce \$20 / Location Sys.
Constructus - CityConnect	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	\$3.50	Symbol - Symbol 804000 Barcode Scanner	Allows mobile field service, field sales and delivery personnel to use a handheld device to scan barcodes, collect data, and send voice and data network to provide real-time information access in the field. (see AirClic for service options)	one-time device cost \$245
Corrigo Expansion Module - Corrigo Cost Allocation and Pers Catalog	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	TeleNav - TeleNav	Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited routes requires additional Total Connect Plan.	\$9.99
Corrigo Expansion Module - Corrigo Inventory Management	Extends CorrigoConnect's Cost Allocation and Pers Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$15.00	TeleNavTrack	Provides integrated GPS tracking, dispatching, reporting, electronic updates and real-time location information over Nextel GPS network. Requires additional Total Connect Plan.	\$9.99 to \$21.99
Corrigo Expansion Module - Corrigo Invoicing	With CorrigoConnect's Cost Allocation and Pers Catalog module, CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Vetro - Reimaker for salesforce.com	Provides online and offline access to the salesforce.com application. Requires additional Total Connect Plan.	\$35 per month AND 5 MB TC Plan or BlackBerry multi Plan
Corrigo Expansion Module - Corrigo Scheduled Work	Automates recurring work orders for service organizations and provides a means for scheduling and tracking work orders. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Choicepoint	Allows users to browse public records and proprietary records on a secure network. Includes identity verification information, corporate information, and real property records.	\$55.99 to \$99.99
Corrigo Expansion Module - Corrigo Time Card Management	Provides 24/7 collection of time sheet information over the Web. Phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Contact	Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.	\$55.99 to \$75.99
Corrigo - Corrigo Punch List	Enables punch lists ("to do lists"), detailed job tasking, and compliance inspections to be managed anywhere. Corrigo Punch List is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	\$10.00	Voyager Systems - Voyager Query	Allows law enforcement officers to conduct record checks through a secure network. Includes justice database and to access local and proprietary databases.	\$95.99 to \$75.99
Corrigo - CorrigoConnect	Simple and powerful wireless, web-based work order and dispatch management solution that delivers control over service operations in the field. Includes field staff and management using the internal and Nextel Java phones using a Java client. The GPS module shows real time staff and work locations on a map in the office. GPS requires the Java-GPS module.	\$20.00	Xora - Xora GPS TimeTrack	Combines employee hours, job/work order management, GPS monitoring and scheduling. Requires additional Total Connect Plan.	\$11.99; Business Plus module required. Pricing module \$1.99
Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS	Management solution that delivers control over service operations in the field. Includes field staff and management using the internal and Nextel Java phones using a Java client. The GPS module shows real time staff and work locations on a map in the office. GPS requires the Java-GPS module.	\$44 Java; \$3 Java-GPS			

*Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. Current prices are from 09/01/04-09/30/04 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. North, Down, the Nextel, Data, Logo, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo.



Get a \$100 Credit
through September 30, 2004!*

CARDINAL TITLE	JULY 08	AUG 08	OCT 08	FEB 09	MAY 09
<small>*Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability by certain markets. Promotional handset pricing and discounts require new activation; may require rate or two-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per phone. Some income markets allow 15-day trial period (certification model). Two valid forms of identification may be necessary to purchase service and phone.</small>					

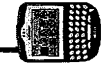






1. Limited time offer expires 12/31/04. Promotional price of \$249.99 is a special offer to Major Accounts w/ a VPL, Corporate and Strategic Accounts and Public Sector customers only. This promotional price may not be combined with other selected offers and discounts. Additional \$100 discount available for made-in or other qualifying BlackBerry products. Purchases of 8 or more BlackBerry 7610 will receive \$25 off on invoice order on customer's 1st or 2nd month's invoice.

6. \$300 (\$50 MRP) and \$710 (\$25 MRP) — Upgrade after Motorola Mail-it rebate pricing reflects rebate. Corporate- and Government-eligible customers receive 1/10 at \$30.00, and 850 at \$20.00 point of sale and are not eligible for the Mail-it rebate.

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[illegible]

Discontinued Phones — Public Sector Accounts						Contract Discount:	27%	September 2004	
Sales Rep Name Title (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com									
Phone		BlackBerry 6510							
No Commitment Price		\$449.99							
National Promotion Price		\$349.99							
Special Flat Promotional Price		\$49.99							
Price After Discount		\$224.99							
Closeout Price		\$199.99							
Upgrade Pricing									
Replacement or Upgrade with No Commitment		\$449.99							
Replacement or Upgrade with Service Agreement		\$39.99							
Phone Details									
Technology		IDEN							
Dimensions		4.4"x2.95"x1.02"							
Battery Type		900 mAh Lithium Ion							
Weight w/Battery (oz)		5.8							
Talk Time (Minutes)		165 mins.							
Standby Time		75 hrs.							
Phone Features									
Direct Connect		✓							
Speakerphone		✓							
Color Screen		✓							
Voice Activated Dialing		65,000							
Vibra/Call Alert		✓							
Active / Passive Flip Options		✓							
Voice Notes		✓							
Initiate Emergency Group Connect		✓							
Internet Ready / Data Capable		✓							
Alternate Line Service Support		✓							
GPS Enabled		✓							
Calls List (sent/received)		✓							
Phone Book		✓							
Date Book		✓							
Downloadable Applications and Games (Java)		✓							
Downloadable Wallpapers		✓							
Keypad Lock		✓							
Downloadable Ring Tones		✓							
Customizable Main Menu Order		✓							
Stylus		✓							
Auto Answer		✓							
Multi-Language		✓							
3-Way Calling		✓							
Exchangeable Faceplate & Keypad		✓							
Belt Clip / Holster / Carry Case Included		✓							
Mil Spec 810 C/D/E Dust, Shock & Vibration		✓							
Rubber Grip		✓							
Minimum size 6.5 oz & 14 cubic inches		✓							
Rubberized battery door		✓							
Reinforced Antenna Stem		✓							
Color Options / Additional Items		Black							

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of \$30 per phone, up to \$70 per phone, up to \$80/account per order may apply. \$200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

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STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 13, 2004

CHANGE NOTICE NO. 20
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2005		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately this contract is extended for one (1) year. The new contract end date is August 1, 2005. This extension is time-only as we are currently negotiating additional rate reductions. In addition, the following contact information for this contract applies:

Desiree Haddad at (586) 634-7700 (desiree.haddad@nextel.com)
OR
Gary Deperro at (248) 755-1901 (gary.deperro@nextel.com)

All other terms, conditions, specifications and pricing remain the same.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 26, 2003

CHANGE NOTICE NO. 19
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		TELEPHONE Richard VanBuskirk (810) 217-0479
		VENDOR NUMBER/MAIL CODE
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Tom Fogle Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2004		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, Renee Boutell's name and email addresss are
hereby corrected as follows:

Renee Boutell at renee.boutell@nextel.com.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 6, 2003

CHANGE NOTICE NO. 18
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR		TELEPHONE Richard VanBuskirk (810) 217-0479
Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334		VENDOR NUMBER/MAIL CODE
		BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies		
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2004		
TERMS Net 45	SHIPMENT As Required	
F.O.B. Delivered/Install	SHIPPED FROM N/A	
MINIMUM DELIVERY REQUIREMENTS N/A		

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no modifications in terms and conditions. The contract end date has been EXTENDED by one year with two additional one-year extension options. The following operational considerations are also incorporated with this amendment:

- 1) Nextel commits to providing quarterly yearly reports including account specified and rolled up info, such as number of users, total minutes, Cost/Acct., etc.
- 2) Renee Boutwell will be the day-to-day contact for the State during Rich Van Buskirk's leave. Her phone number and email address are: (616) 299-2047, renee.boutwell@nextel.com
- 3) Nextel will not change early termination fees for accounts which have been in place for six months or more.
- 4) Nextel does not charge shipping on new phone orders.

- 5) Nextel will accept P Card payments for accessories and/or for monthly access and DMB/ACQUISITION SERVICES will allow P Card payment according to the State P Card requirements.**
- 6) Nextel has a used phone return program which can be utilized for credit or upgrade.**
- 7) Nextel's Wireless Manager, a web-based tool, is available for cell phone coordinators and for other designated personnel to review user information, swap phones, change rate plans, etc.**
- 8) For accounts switching from State business to employee personal accounts, this can be accomplished via a supervisor approval letter transferring the asset.**
- 9) Employees can purchase with a 27% equipment discount and a 10% rate plan discount.**

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Nextel Enterprise Accounts Rate Plan Guide Corporate Accounts

Enterprise Account Discount

All of the below plans qualify for the Enterprise
Account Discount Schedule
Prices below reflect the discount entered in box to
the right

0%

NEXTEL National PlansSM with FREE Nationwide Long Distance & Unlimited Private Call

Shared Minute Plans!						
	Monthly Access	Anytime Minutes	Cellular Airtime	Shared Minute Details		
Nextel National Shared 200	\$49.99	200	\$0.35			
Nextel National Shared 500	\$59.99	500	\$0.35			
Nextel National Shared 700	\$79.99	700	\$0.35			
Nextel National Shared 1000	\$99.99	1000	\$0.35			
Nextel National Shared 1300	\$129.99	1300	\$0.35			
Nextel National Shared 1600	\$159.99	1600	\$0.35			
Nextel National Shared 2300	\$199.99	2300	\$0.35			
Nextel National Shared 3500	\$299.99	3500	\$0.35			
Free Incoming Plan (Minutes not Shared)						
	Monthly Access	Anytime Minutes	Cellular Airtime	Free Incoming Details		
Nextel Free Incoming 500	\$69.99	500	\$0.35			

Nextel Free Incoming 700	\$89.99	700	\$0.35	
Nextel Free Incoming 1000	\$109.99	1000	\$0.35	
Nextel Free Incoming 1300	\$139.99	1300	\$0.35	

Quarterly Promotional Plans

1Q National Promotions	Monthly Access	Anytime Minutes	Cellular Airtime	N & W Minutes	Direct Connect Minutes
Get Right Through 5000	\$49.99	500	\$0.35	2,000	2,500
Get Right Through 8000	\$79.99	1,000	\$0.35	3,000	4,000
1-year service agreement and plus phone required. Must activate prior to 03/31/02. Plan benefits good for the life of the plan.					

Nextel Starter Plans - Free Nationwide Long Distance (National Direct Connect Starter formerly Direct Connect 500)

Nextel Starter Plans	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Prvt / Group Minutes
Enterprise Direct Connect Starter	\$89.99	100	\$0.35	500	\$0.15
National Starter	\$89.99		\$0.35	200	\$0.15

Enterprise UPC Plans - (Formerly Local Business Tiered UPC Plans...tiers have been eliminated to give all customers the best rate)

Enterprise UPC Plan	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Group Minutes
Enterprise UPC Plan	\$89.99	0	N/A	UPC	\$0.15

Local-Business Corporate Account UPC Plus Plans

Monthly Access

Anytime Minutes

Cellular Airtime

Direct Connect Minutes

Additional Group Minutes

1 to 2 units

\$49.99

100

\$0.35

UPC

\$0.15

3 to 4 units847.99100

\$0.35

UPC

\$0.15

5 + units

~~\$44.99~~

100

\$0.35

UPC

\$0.15

Enterprise UPC Plus Plan

\$44.99

100

\$0.35

UPC

\$0.15

[illegible]

(555) 444-1212

email address

[illegible]

Sales Rep Name Title (555) 123-1234 cell (555) 123-1234 fax rep.name@nextel.com			
New Handset Pricing		Nextel Blackberry	i95cl*
Regular Retail Price		\$599.99	\$399.99
National Promotion Price		\$499.99	\$299.99
Price After Volume Discount		\$349.99	\$209.99
Price After \$50 POS Discount *			\$159.99
Upgrade Pricing			
Replacement or Upgrade^{4,5}		\$349.99	349.995
Upgrade with Phone Return^{4,5}		N/A	
Phone Details			
Technology		iDEN 800 Mhz	iDEN 800 Mhz
Dimensions		4.53"x2.95"x.95"	3.5"x2"x1.7"
Battery Type		Lithium Ion	Lithium Ion
Battery Strength		Standard	Standard
Weight w/Battery (oz)		5.64	5.45
Talk Time (Minutes)		165 mins.	200 mins
Standby Time		75 hrs.	75 hrs
Lines of Text on screen		8, 10, or 12	6, 8, or 10
Phone Features			
Direct Connect		✓	✓
Speakerphone			✓
Color Screen (256 color LCD)			✓
Voice Activated Dialing			✓
Vibration Alert		✓	✓
Active / Passive Flip Options			✓
Voice Notes			✓
Initiate Emergency Group Connect			
Email Automatically Sent to Handheld		✓	
Email, Calendar and Address Book		✓	
Personal Organizer PC Synchronization		✓	
Internet Ready / Data Capable		✓	✓
GPS Enabled			

Calls List (sent/received)	✓	✓
Phone Book	✓	✓
Date Book	✓	✓
Java Apps (Business Apps and Games)	✓	✓
Keypad Lock	✓	✓
Downloadable Ring Tones		✓
Customizable Main Menu Order		✓
Styles	✓	✓
Auto Answer	✓	✓
Multi-Language		✓
3-Way Calling	✓	✓
Exchangeable Faceplate & Keypad		
Belt Clip / Holster / Carry Case Included	✓	✓
Victorinox Swiss Army Knife		
Mil Spec 810 C/D/E Dust, Shock & Vibration		
Rubber Grip		
Minimum size 6.5 oz & 14 cubic inches		
Rubberized battery door		
Reinforced Antenna Stem		
Color Options		

Phone prices are valid through June 30, 2003 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

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*Public Sector customers receive an additional \$50 instant rebate at the Point of Sale on purchases of the i60c, i90c, or i95cl.

Rebate offer expires 6/30/03. Government Employees: In-store purchases made with an Employee Purchase Plan are eligible for a \$50 mail-in rebate. Customer will receive a check for \$50 up to 12 weeks after Nextel receives completed rebate form.

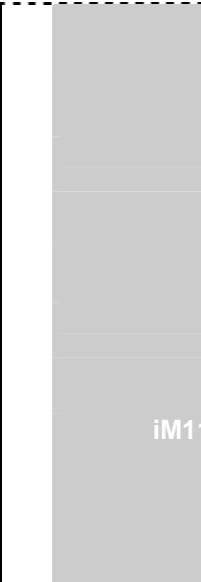
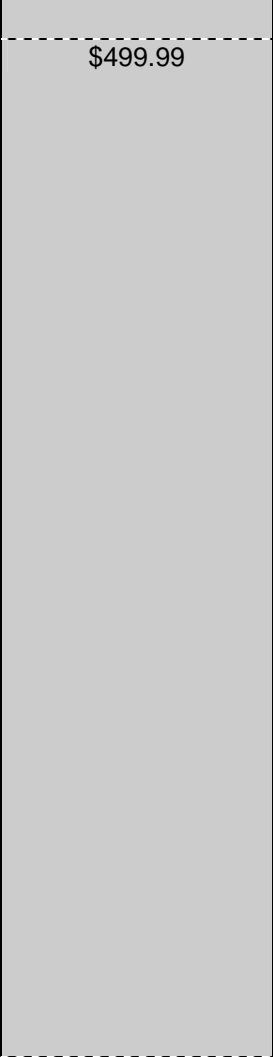
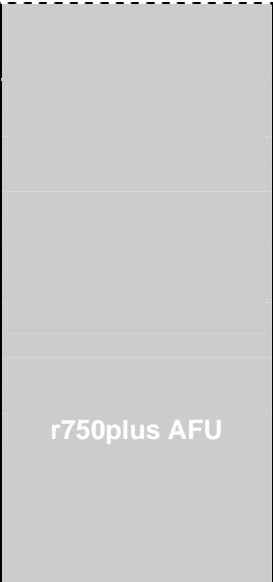
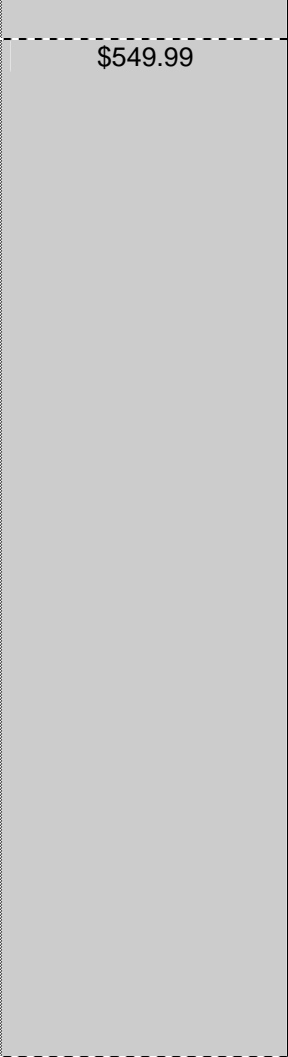
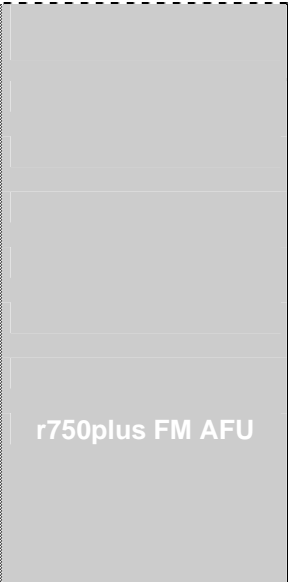
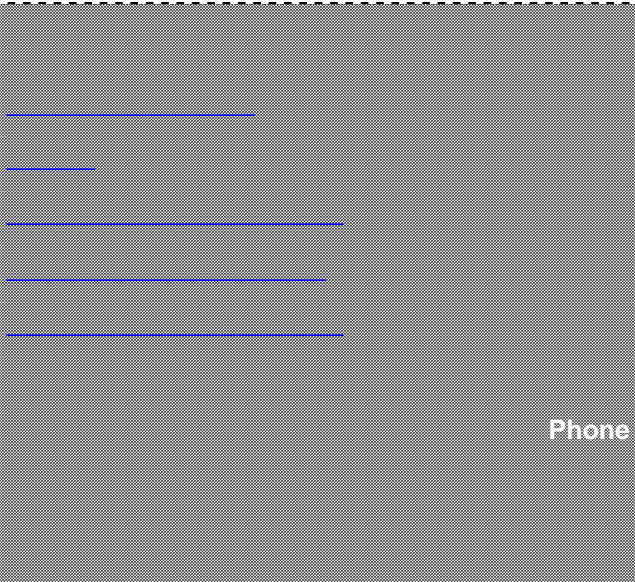
Restrictions apply; see rebate form for details. In-store purchases require two (2) forms of valid identification.

1 Limited time offer is available through May 31, 2003 or while supplies last.

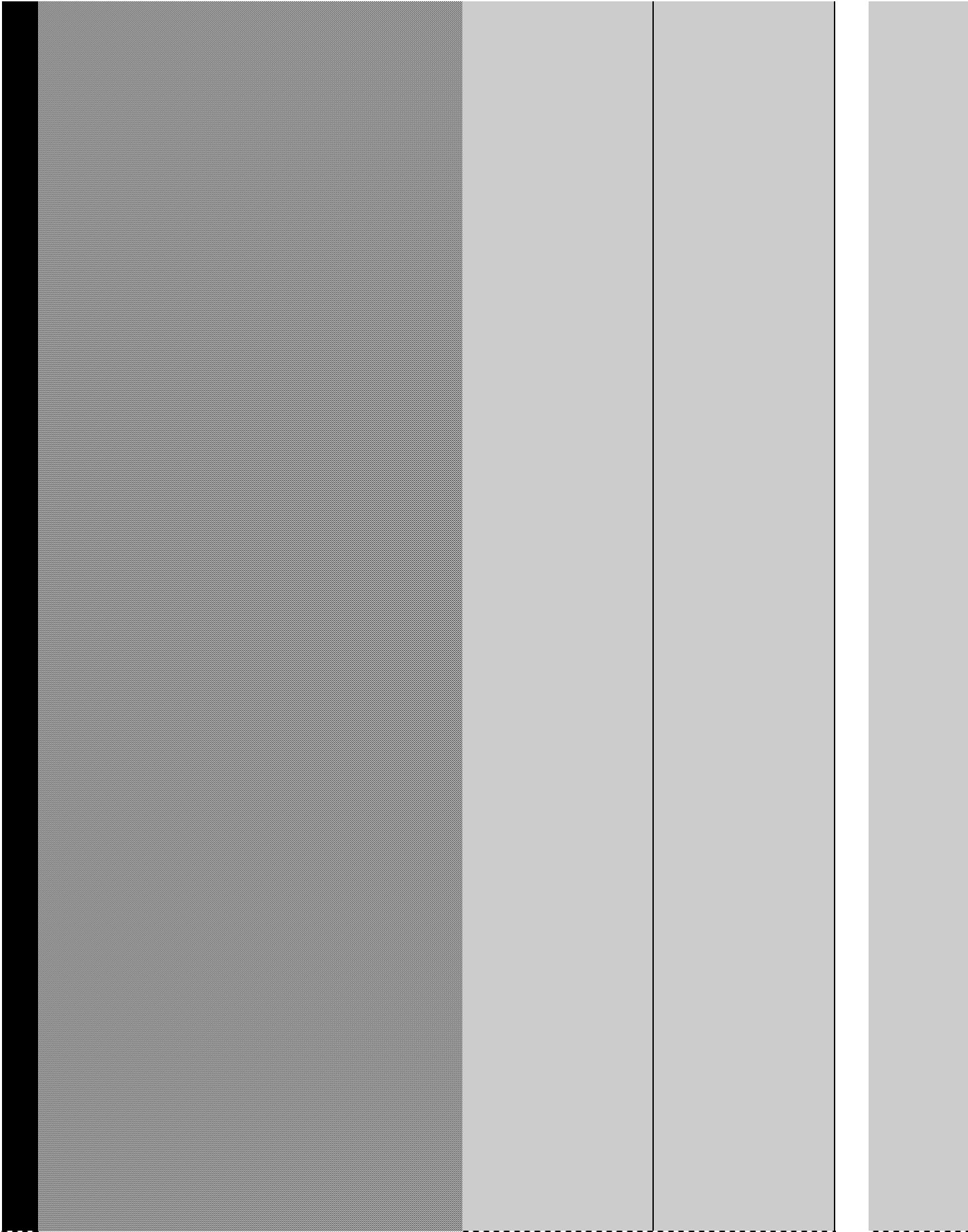
2 Limited time offer expires May 31, 2003. Promotion price of \$44.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price may not be combined with any other discounts. Valid on purchases through Account Representatives, supplied through VAD or Local Warehouses, or through Enterprise/Public Sector Telesales only. Not available at Nextel Retail Stores or Nextel.com.

3 Limited time offer expires June 30, 2003. Promotion price of \$0.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price is not eligible for the Equipment Volume Discount, and may not be combinable with Regional Promotions. Refer to Regional Promotions business rules for details.

5 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510 - see #3 above) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. (Note: The NPP option is not available for the i95cl until July 15, 2003. In addition, customers who upgrade to the i95cl between July 15, 2003 and August 31, 2003 are eligible to receive a mail-in coupon redeemable for a free vehicle power charger. Restrictions apply; see coupon or your Nextel representative for details). Returned phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.

















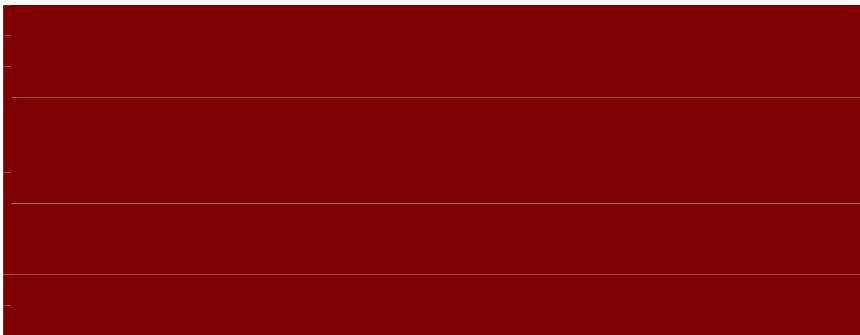


[illegible]

Phone Book	✓	✓
Date Book		
Java-Enabled		
Keypad lock	✓	✓
Downloadable Ring Tones		
Customizable Main Menu Order		
Styles		
Auto Answer	✓	✓
Multi-Language	✓	✓
3-Way Calling	✓	✓
Exchangeable Faceplate & Keypad		
Belt Clip / Holster / Carry Case Included		
Mil Spec 810 C/D/E Dust, Shock & Vibration	✓	✓
Rubber Grip	✓	✓
Minimum size 6.5 oz & 14 cubic inches	✓	✓
Rubberized battery door	✓	✓
Reinforced Antenna Stem	✓	✓
Additional features/items:		

Phone prices are valid through 6/30/03, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. Two valid forms of identification are necessary to purchase service and phone.

* Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. Returning phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.



New Handset Pricing**Regular Retail Price**

\$239.99

National Promotion Price

\$139.99

Public Sector Price**\$97.99****Upgrade Pricing****Replacement or Upgrade 1****Upgrade with Phone Return 1****Phone Details****Technology**

iDEN 800 Mhz

Dimensions

5.15"x1.97"x1.14"

Battery Type

Lithium Ion

Battery Type

Standard

Weight w/Battery (oz)

4.8

Talk Time (Minutes)

165 mins.

Standby Time

75 hrs.

Lines of Text on screen

4, 6, or 8

Phone Features**Direct Connect**

✓

Speakerphone

✓

Color Screen (256 color LCD)**Voice Activated Dialing**

✓

Vibration Alert

✓

Active / Passive Flip Options**Voice Notes**

✓

Initiate Emergency Group Connect**Internet Ready / Data Capable**

✓

GPS Enabled**Calls List (sent/received)**

✓

Phone Book

✓

Date Book

✓

Java Apps (Business Apps and Games)

✓

Keypad Lock

✓

Downloadable Ring Tones**Customizable Main Menu Order**

✓

Styles

✓

Auto Answer

✓

Multi-Language

✓

3-Way Calling

✓

	Exchangeable Faceplate & Keypad		
	Belt Clip / Holster / Carry Case Included		
	Mil Spec 810 C/D/E Dust, Shock & Vibration		
	Rubber Grip		
	Minimum size 6.5 oz & 14 cubic inches		
	Rubberized battery door		
	Reinforced Antenna Stem		
	Color Options		Yellow
			Black

Phone prices are valid through June 30, 2003 or while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. Two valid forms of identification are necessary to purchase service and phone.

1 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510) at the National Promotion Price (NPP) + \$50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. Returning phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.

Accessory Pricing - May 2003

* Items are not available through direct sales - available through Nextel Retail,

nextel.com
and Nextel
Nextday only
** Items are
not available
through
direct sales -
available
through
Nextel
Nextday only
New
Accessories
are Shaded
and in
BOLD.

Part	Description	BlackBerry 6510	i90c Special Edition	i60c	i95c	i30s x/i35s	i55s r/i58sr	i90c	i80s	i85s /i88s	i50s x	iM1100	P280 - NWW	v60 - NWW	r750 /r750 +FMAFU	i1000p /i2000plus	i1000R edesign	i550plus /i700plus	i600 /i390	r7
Batteries																				
RLN5457	OEM Slim Lithium Ion Battery 500mAh							X						X						
SNN5717	OEM Slim Lithium Ion Battery 500 mAh		X	X	X			X												
NNTN4051	OEM Slim Lithium Ion Battery 500 mAh											X								
NTN1675	OEM Slim Nickel Metal Hydride Battery 650 mAh																	X		
NTN9809	OEM Slim Lithium Ion Battery 500 mAh								X											
NTN8615	OEM Slim Lithium Ion Battery 500 mAh															X	X			
RLN5455	OEM Standard Lithium Ion Battery 850 mAh												X							
RAC47472	OEM Standard Lithium Ion Battery with Battery Door	X																		
NTN9810	OEM Standard Lithium Ion Battery 750 mAh								X											
NTN8614	OEM Standard Lithium Ion Battery 900 mAh															X	X			
NTN1676	OEM Standard Nickel Metal Hydride Battery 1050 mAh																	X		
EVE0900	Nextel Standard Lithium Ion Battery 900 mAh															X	X			
SNN5705	OEM Standard Lithium Ion Battery 750 mAh		X	X	X	X	X	X		X	X									
NTN9037	OEM Standard Nickel Metal Hydride Battery														X					
NTN9038	OEM Intrinsically Safe Nickel Metal Hydride Battery - fm only														X					
NTN8100	OEM High Capacity Nickel Metal Hydride Battery 500 mAh (WSL)																		X	
NNTN4655	OEM High Capacity Battery 11450 mAh					X	X			X	X									
Chargers																				
SPN4992*	OEM Standard Travel Charger (web only)		X	X	X	X	X	X	X	X	X	X								
RAC50361	OEM Standard Travel Charger	X																		
SPN4474	OEM Standard Travel Charger																	X		
SPN4940	OEM Standard Multi-volt Travel Charger												X	X						
NPN6197	OEM Rapid Travel Charger															X	X			
NTN1680	OEM Rapid Travel Charger																	X		
NTN1781	OEM Rapid Travel Charger														X					

NNTN4250	OEM Rapid Travel Charger		X	X	X	X	X	X	X	X	X	X	X	X	X						
SYN7818	OEM Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X	X						
NTN8655	OEM Vehicle Power Charger																X	X			
NTN8105	OEM Vehicle Power Charger (WSL)																			X	X
RAC41731	OEM Vehicle Power Charger	X																			
NTN9034	OEM Vehicle Power Charger															X					
NTN8978	OEM Vehicle Power Charger																		X		
NNTN4447R*	OEM Translucent Clear Vehicle Power Charger		X	X	X	X	X	X	X	X	X	X	X	X	X						
NNTN4449R*	OEM Translucent Purple Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X	X						
NNTN4450R*	OEM Translucent Blue Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X	X						
EVE8550	Nextel Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X	X						
EVE0700	Nextel Vehicle Power Charger																		X		
EVE1000	Nextel Vehicle Power Charger																X	X			
NNTN4518	OEM Vehicle Power Charger		X	X	X	X	X	X	X	X	X	X									
NTN9568**	OEM Dual Pocket Desktop Charger (WSL)						X			X	X										
NTN1690**	OEM Dual Pocket Desktop Charger with Power Supply (WSL)																		X		
NTN1809	OEM Dual Pocket Desktop Charger with Power Supply															X					
NNTN4120	OEM Dual Pocket Desktop Charger		X	X	X	X	X	X		X	X										
NTN1918	OEM Dual Pocket Desktop Charger with Power Supply								X		X										
NTN8653	OEM Dual Pocket Desktop Charger																X	X			
EVE0702	Nextel Dual Pocket Desktop Charger with Power Supply																		X		
Carry Solutions																					
NTN1824	OEM Swivel Belt Clip								X		X										
NTN9475	OEM Swivel Belt Clip						X			X	X										
RLN5456	OEM Swivel Belt Clip												X								
HLN9844	OEM Standard Belt Clip														X						
SYN0375	OEM Carry Holster with Swivel Belt Clip													X							
RAC47473	OEM Carry Holster with Swivel Belt Clip	X																			
NTN9952	OEM Carry Holster with Swivel Belt Clip				X																
NTN9687	OEM Carry Holster with Swivel Belt Clip			X				X													
NTN9152	OEM Carry Holster with Swivel Belt Clip																		X		
NTN1987	OEM Carry Holster with Swivel Belt Clip					X															
NNTN4566	OEM Carry Holster with Swivel Belt Clip		X																		
NNTN4176	OEM Carry Holster with Swivel Belt Clip																	X			
NTN8657	OEM Carry Holster with Belt Clip																X				
RAC55059	OEM Leather Carry Holster with Swivel Belt Clip	X																			
FSL1201	Nextel Leather Case with Swivel Belt Clip																	X	X		
WNC2007	Nextel Leather Case with Swivel Belt Clip																	X			
NNTN4587R**	OEM Blue Neoprene Case with Belt Clip					X															
NNTN4588R**	OEM Black Neoprene Case with Belt Clip					X															
NNTN4589R**	OEM Purple Neoprene Case with Belt Clip					X															
WNC0030	Nextel Leather Case with Swivel Belt Clip					X															
WNC0060	Nextel Leather Case with Swivel Belt Clip			X																	
WNC0080	Nextel Leather Case with Swivel Belt Clip								X												
NNTN4584R**	OEM Blue Neoprene Case with Belt Clip				X			X													
NNTN4585R**	OEM Black Neoprene Case with Belt Clip		X		X			X													
NNTN4586R**	OEM Purple Neoprene Case with Belt Clip				X			X													

Headsets and Earpieces

JAB8093R	JABRA EarWrap with Nextel Direct Connect button		X	X	X	X	X	X	X	X	X											
EVE5898	Nextel Lightweight Headset	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X
NTN8513	OEM Ruggedized Lightweight Headset	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X	X
Car Kits																						
NTN9688	OEM Dash Mount Holder (WSL)		X	X	X			X														
NTN9476	OEM Dash Mount Holder (WSL)						X			X	X											
NTN9198	OEM Dash Mount Holder																		X			
NTN8840	OEM Dash Mount Holder (WSL)																X	X				
NNTN4122	OEM Dash Mount Holder (WSL)					X																
NTN9715	OEM Dash Mount Holder (WSL)								X													
NTN9071	OEM Dash Mount Holder (WSL)																X					
NTN8656	OEM Portable Car Kit																X	X				
NTN1796	OEM Portable Car Kit with Nextel Direct Connect button		X	X	X	X	X	X	X	X	X											
FLN9108	Nextel Direct Connect button for Portable Car Kits		X	X	X	X	X	X	X	X	X						X	X	X	X	X	
NTN1719	OEM Portable Car Kit with Nextel Direct Connect button and Dash Mount Holder																		X			
NTN1661	OEM Portable Car Kit with Dash Mount Holder (WSL)																X	X				
NTN1583	OEM Portable Car Kit (WSL)																			X	X	
901001**	Cellport Remote Nextel Direct Connect Button (WSL)																X	X				
HSN4030	OEM External Speaker for Mobiles (WSL)																					
101101**	Cellport Universal Docking Station (WSL)																X	X				
FLN9299	Nextel Direct Connect button for Hard Install Car Kits (WSL)														X				X	X	X	
505001**	Cellport Pocket Adapter for i1000/i1000plus (WSL)																X	X				
NTN9299	OEM Hard Install Car Kit																		X			
RLN5582	OEM Hard Install Car Kit						X			X	X											
RLN5243	OEM Hard Install Kit with Coupler																X	X				
FLN2800	OEM Remote Speaker Microphone														X							
8255L	Nextel Roof Mount Antenna for Hard Install Car Kits																					
8795L-EC	Nextel Glass Mount Antenna for Hard Install Car Kits																					
Data and Connectivity Kits																						
NTN1806	OEM Palm V Cable															X						
BKN8700	Nextel In Line Data Cable																X	X	X	X		
NKN6503	OEM Dual Port Adapter Cable (Hard Install Car Kits)															X	X	X	X			
NKN6540	OEM Dual Port Adapter Cable (Portable Car Kits)		X	X	X	X	X	X	X	X	X											
NKN6544	OEM In Line Data Cable		X	X	X	X	X	X	X	X	X											
NNTN4007	USB Data Cable with Charging Capability		X	X	X	X	X	X	X	X	X											
NTN1685**	OEM Palm III/VII Cable (WSL)																X	X	X			
NTN1749**	OEM Palm V Cable (WSL)																X	X	X			
NTN1784	OEM In Line Data Cable																X					
NTN1807	OEM Palm III/VII Cable																X					
RAC53301	OEM USB Data Cable	X																				
NTN8993	OEM Universal PDA Adapter (for use with NKN6544)		X	X	X	X	X	X	X	X	X											
NKN6546	OEM Palm III/VII Converter Plug		X	X	X	X	X	X	X	X	X											

Account Discount Schedule

Volume Purchase Agreement Discount Schedule	
Unit Commitment	
Corporate & National Price Plans	
Number of units:	
less than 500	0%
500-999	3%
1,000 - 2,499	4%
2,500 - 4,999	5%
5,000 - 6,999	6%
7,000 – 7,999	7%
8,000 – 8,999	8%
9,000 – 9,999	9%
10,000 or more	10%

Corporate Account discounts are based on the total number of units in the account, nationwide.

Discounts apply to monthly access fees for Digital Cellular and Nextel Direct ConnectSM.

Local Market Price Plans	
Number of units:	
less than 500 units	0%
500 or more units	3%

Enhanced Discount Schedule Program*	
Unit Commitment	
Corporate & National Price Plans	
Number of units:	
250	
500	
1,000	
2,500	
5,000	
7,000	
8,000	
9,000	
10,000 or more	

* Enhanced Discount Schedule Program (EDSP) requires a signed agreement and unit commitment. Agreement can be found on the account page.

Customer receives discounts immediately upon signed agreement. Note, existing customers may not receive benefits.

Discounts do not apply to features, enhanced services, usage, overage or other charges

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Promotional service rates may, at Nextel's discretion, be excluded from corporate discounts.

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Nextel Public Sector Accounts Rate Plan Guide

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NATIONAL PLANS

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National Shared Minute Plans

RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
Nextel National Shared Minute UDC Plan	\$39.99	\$35.99	0	Second*	35¢ per minute	Unlimited**	
Nextel National Shared Minute 200 Plan	\$49.99	\$44.99	200				
Nextel National Shared Minute 500 Plan	\$59.99	\$53.99	500				
Nextel National Shared Minute 700 Plan	\$79.99	\$71.99	700				
Nextel National Shared Minute 1000 Plan	\$89.99	\$89.99	1,000				
Nextel National Shared Minute 1300 Plan	\$129.99	\$116.99	1,300				
Nextel National Shared Minute 1600 Plan	\$159.99	\$143.99	1,600				
Nextel National Shared Minute 2300 Plan	\$199.99	\$179.99	2,300				
Nextel National Shared Minute 3500 Plan	\$299.99	\$269.99	3,500				

*Calls round to the second after the first minute.

**Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.

National Free Incoming Plans

RATE PLANS

	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
Nextel National Free Incoming 400 Plan	\$59.99	\$53.99	400	Minute	40¢ per minute	Unlimited*	
Nextel National Free Incoming 600 Plan	\$69.99	\$62.99	600				
Nextel National Free Incoming 800 Plan	\$89.99	\$80.99	800				
Nextel National Free Incoming 1100 Plan	\$119.99	\$107.99	1,100				
Nextel National Free Incoming 1400 Plan	\$149.99	\$134.99	1,400				
Nextel National Free Incoming 1800 Plan	\$179.99	\$161.99	1,800				

*Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.

**Unlimited Nights & Weekends promotion available through 5/31/03.

National Value Plans

RATE PLANS

	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
Nextel National Value 300 Plan	\$35.99	\$32.39	300	Minute	40¢ per minute	100*	per
Nextel National Value 500 Plan	\$45.99	\$41.39	500				

*Included Direct Connect minutes can be used for Group Connect.

**Direct Connect minutes share with like plans.

¹All Direct Connect minutes round to the second.

² Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on

Mon. EST.

3No charge for overage.

^ Get unlimited Night & Weekend minutes for just \$10.00 per unit per month. Unlimited Night & Weekend minutes do not share across plans.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change.

Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a

Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs

Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability.

Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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NATIONAL PLANS, continued

National Shared Value Plans

RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
Nextel National Shared Value Add-on Plan ⁴	\$20.00	\$18.00	0	Minute	40¢ per minute	100*	m
Nextel National Shared Value 300 Plan	\$39.99	\$35.99	300			250*	
Nextel National Shared Value 500 Plan	\$49.99	\$44.99	500			250*	
*Included Direct Connect minutes can be used for Group Connect. Two-Way Messaging = \$5 with the purchase of any National Shared Value Plan if purchased by 5/31/03.							

LOCAL PLANS

Get Right Through Plans

RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel Local Get Right Through 50 Plan	\$35.99	\$32.39	50 + 50‡	Minute	40¢ per minute	500*	
Nextel Local Get Right Through 250 Plan	\$45.99	\$41.39	250 + 250‡			2500*	
Nextel Local Get Right Through 500 Plan	\$55.99	\$50.39	500 + 500‡			4,0003	
‡Additional Bonus anytime cellular minutes offer valid through 05/31/03. Bonus minutes good for the life of the plan. *Included Direct Connect minutes can be used for Group Connect. Additional Group Connect calls are 15¢ per minute.							

Government Local Shared Plans

RATE PLANS	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Government Local Shared 100	\$24.99	\$22.49	0	Second	20¢ per minute	100*	m

Government Local Shared 400	\$39.99	\$35.99	200			200*	
Government Local Shared 700	\$49.99	\$44.99	350			350*	
<i>*Direct Connect minutes can be used for Group Connect. **Unlimited long distance buy-up option also available for \$10.00/month.</i>							
1All Direct Connect minutes round to the second. 2Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST. 3No charge for overage. 4Customers cannot purchase the National Shared Value Add-On plan as a stand-alone plan. A customer must purchase at least one National Shared Value 300 or 500 plan to purchase the Add-On plan. Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Direct Connect are trademarks, service marks, and/or registered marks of Nextel Communications.							

PROMOTIONAL PLANS

Available for a Limited Time

Nextel National 12,000 Plus Plan

RATE PLANS

National 12,000 Plus Plan

Plan is available through May 31, 2003. Two-way messaging is included in plan. *No charge for overage.

Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
\$69.99	\$62.99	1,000	Minute	40¢	5,500*	

Unlimited Plus Plan

RATE PLANS
Nextel National Unlimited Plus Plan
Also included if purchased by 5/31/03: NOL Full Service Package. *Unlimited Direct Connect does not include Group Connect calls which are \$0.15/minute.

Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
\$199.99	\$179.99	Unlimited	N/A	N/A	Unlimited*	

Instant Connect 5000 Plan
RATE PLANS
Instant Connect 5000 Plan
Plan is available through June 30, 2003. * The Direct Connect minutes on the plan can be used for both Direct and Group Connect Calls.

Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
\$39.99	\$35.99	500	Minute	40¢	4,500*	

¹All Direct Connect minutes round to the second.

² Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change.

Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a

TRS charge of approximately .07%, in some states, a state-required E911 fee, and a \$1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability.

Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of \$35 per phone, up to \$70 per account, may apply.

Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel

Additional Services

Group Connect

RATE PLANS

	Monthly Access	Discounted Monthly Access	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes ¹	D Con Ov
Group Connect 250	\$10.00	\$9.00	N/A	N/A	N/A	250 GC	
Group Connect Unlimited	\$25.00	\$22.50				Unlimited GC	

*Group Connect 250 overage rate is based on Direct Connect overage rate as defined by the primary rate plan.
 These buy-up plans can be added to ANY primary rate plan. Group Connect buy-up options cannot be used in conjunction with Alternate Line Service.*

Alternate Line Service

Nextel Online Services

Web* (included with most NOL services)	\$3.50	Access selected wireless web Text alerts (SMS) @ \$.10
Address Book	\$5.00	Access Contacts and Administrative Service
Address Book Admin	\$3.50	Allows end users to receive administrative list, NO Web Service
Mobile Admin	\$10.00 or \$15.00 with Two-Way Messaging	Address Book Admin PLUS create and homepage(s) with My View
AOL® Instant Messenger™	\$5.00	AOL® Instant Messenger Web Service
Two-Way Messaging Includes 60 bonus cell minutes for 12 months if purchased by 6/30/03! **	\$7.50	Two-Way Messaging, Address Book
Mobile Email	\$5.00	Access to email, calendar and contacts \$.10 each (SMS), Unlimited Web
Wireless Knowledge Workstyle	\$5.00 Plus any plan that includes "Enter Site" feature	Access calendar, contacts and office e access to MS Exchange and Lotus
Premium Web	\$10.00	Enter site (any URL), search, bookmarks, alerts (SMS); MSN, AOL, Hotmail, AOL Instant Messenger, Unlimited Web

Dial-Up	\$10.00 Plus cellular minutes used	Behind-the-firewall access to corp. a access Web-based email at circuit dat kbps. Connect your Nextel phone to PC Service
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Enterprise discounts do not apply to Nextel Online Services.

*Web is not included with Address Book Admin and Dial-Up.

**Two-Way Messaging bonus cellular minutes not available with National Shared Value Plans / \$5 Two-Way Messaging promotional offer.

Nextel Online Services require an Internet-ready phone. Additional applications have monthly access fees that vary. Current prices are valid through 5/31/03 and are subject to change. A phone purchase may require a one-year service agreement. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. AOL, Buddy List, the triangle design, and Instant Messenger are registered trademarks of America Online, Inc.

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Public IP Address is available for an additional \$3 per month per phone for all Total Connect plans of 1 MB and higher. Total Connect As-You-Go plan does not offer a Public IP address or KB sharing. All plans include KB sharing across like plans.

Recommended Dial-Up Plans (for

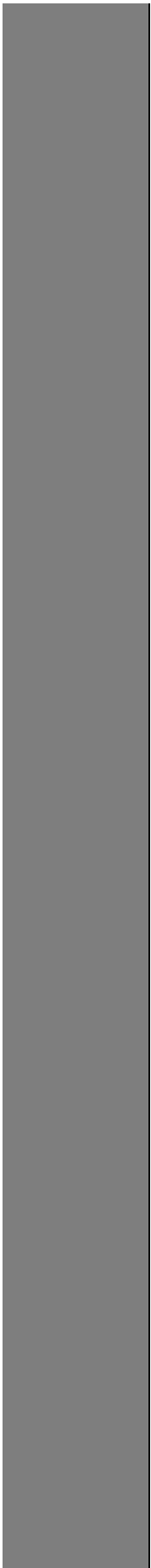
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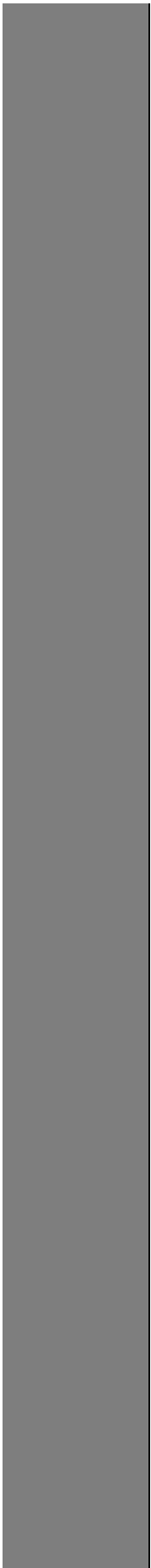


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Application		Description of Service									
AirHours / Timesheet		Record and review employee hours and project cost information using a Nextel plus phone - eliminating the need for paper timesheets.							\$ 19.99		
Corrigo Connect		Simple and powerful wireless,							\$ 20.00		

		t peer-to-peer messaging and, using PDAs, conduct field interview reporting.									
Mobile Application Manager 2		Allows Enterprise customers to manage, purchase and distribute JAVA applications over the air with no requirement for certification from Nextel ; provides a private , secure application							\$ 5.00		

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Packetstream Gold
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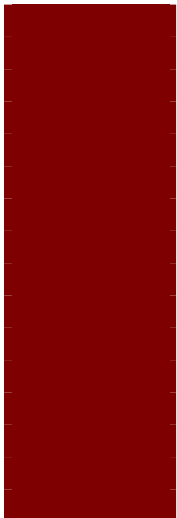
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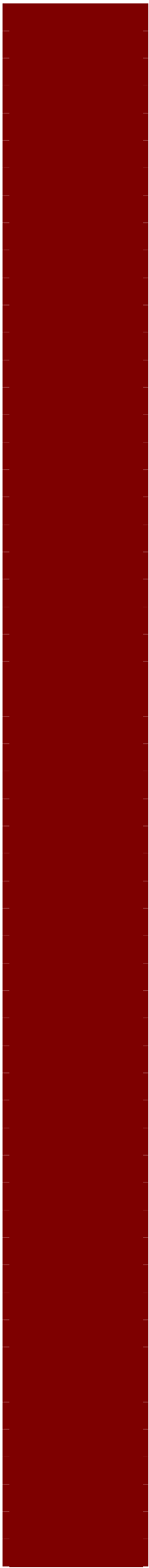
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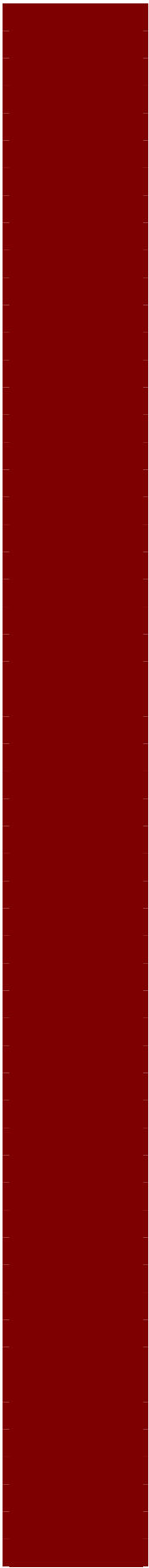
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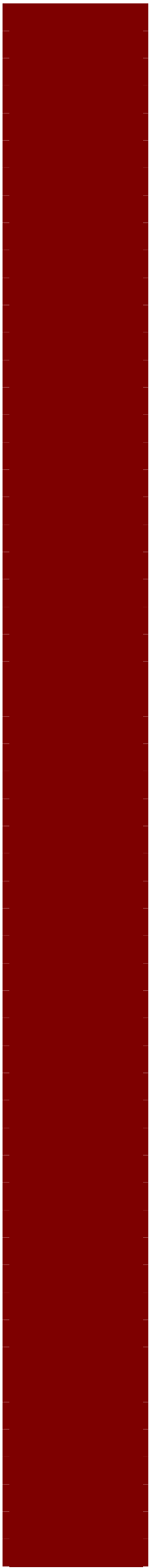
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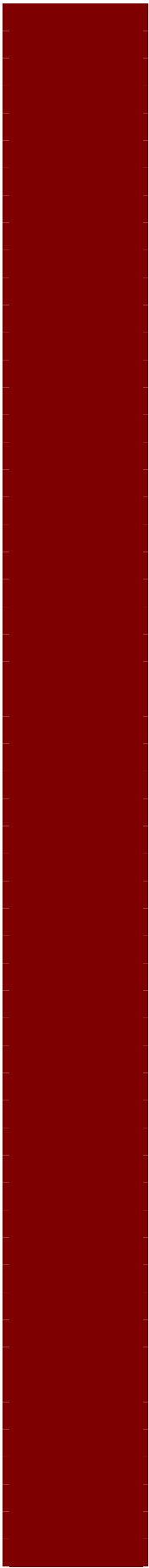
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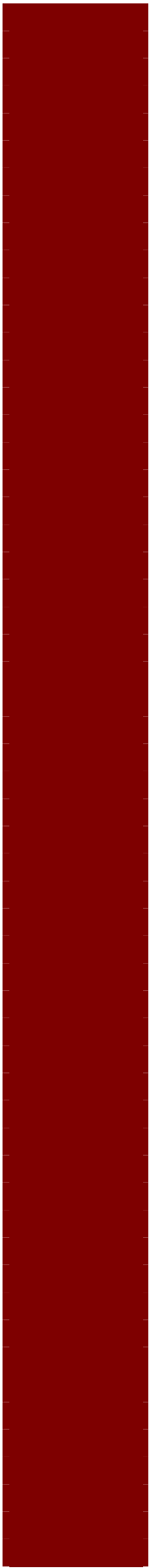


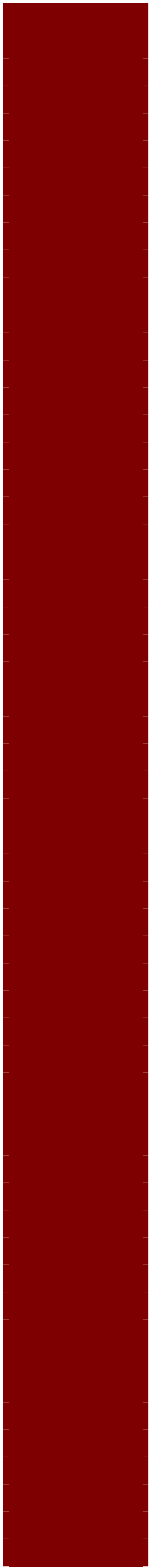


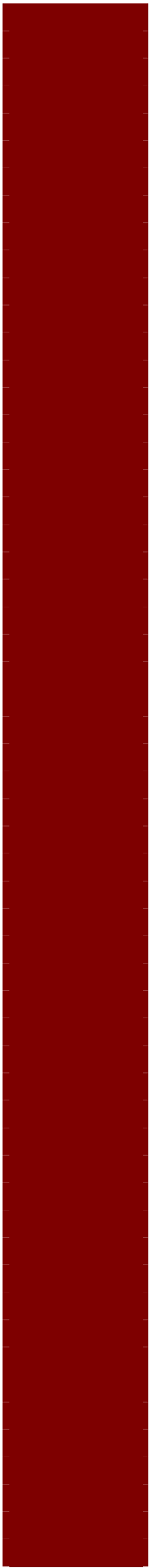


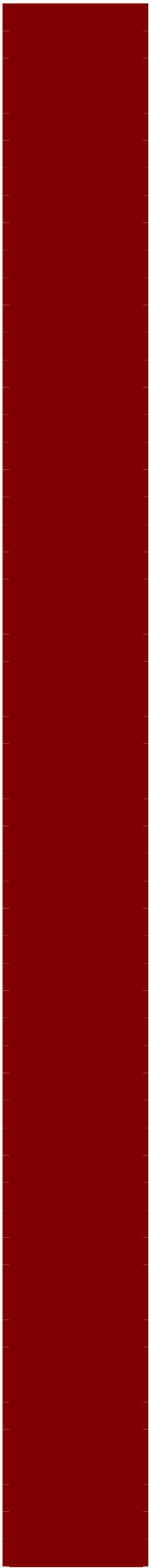


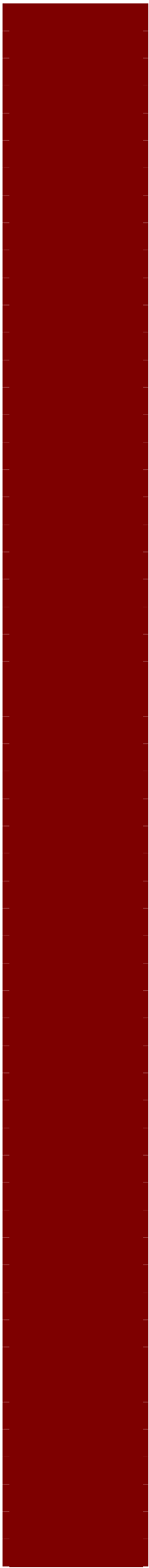


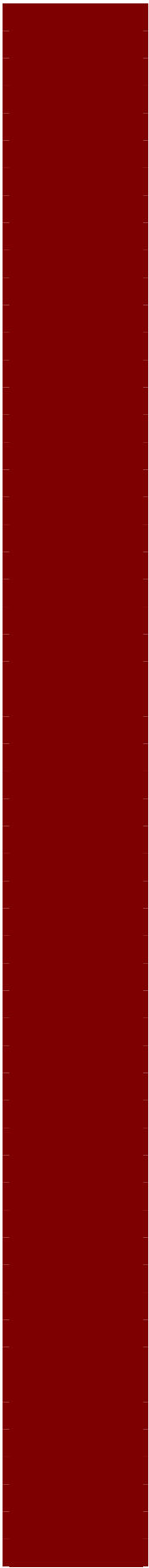


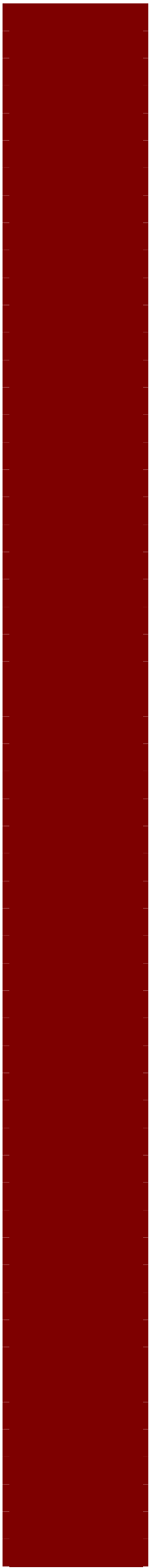


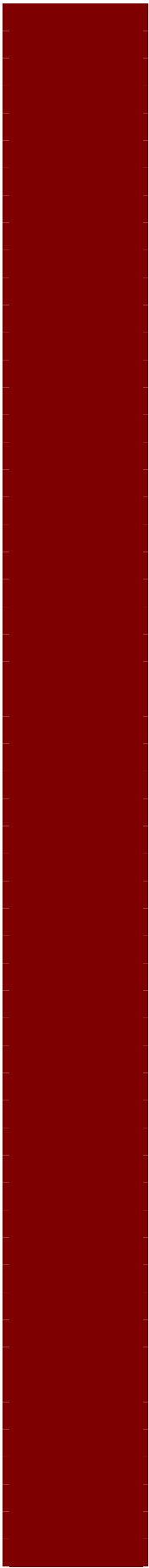


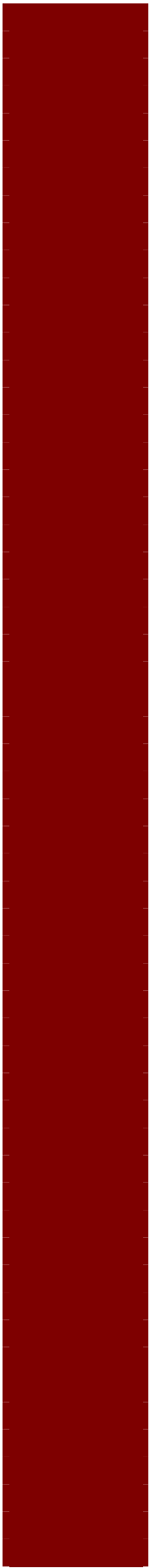


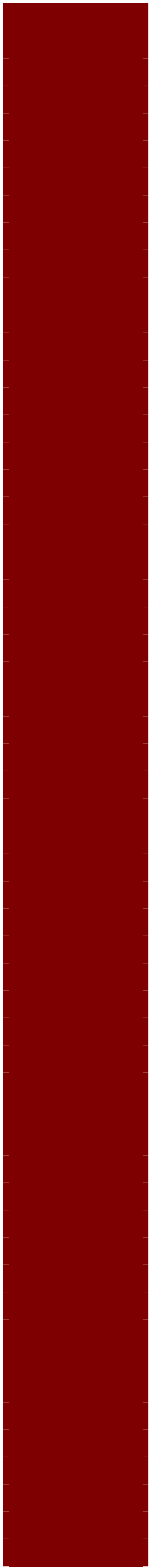


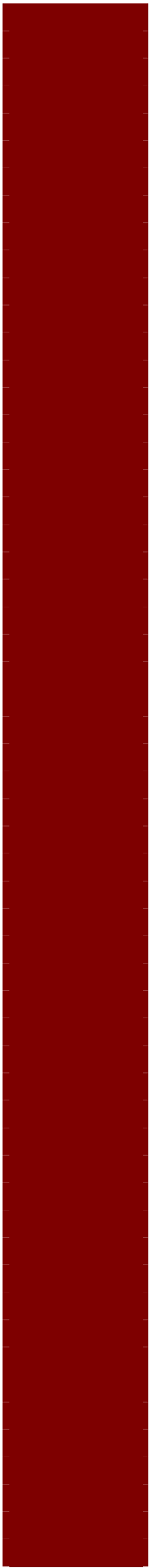


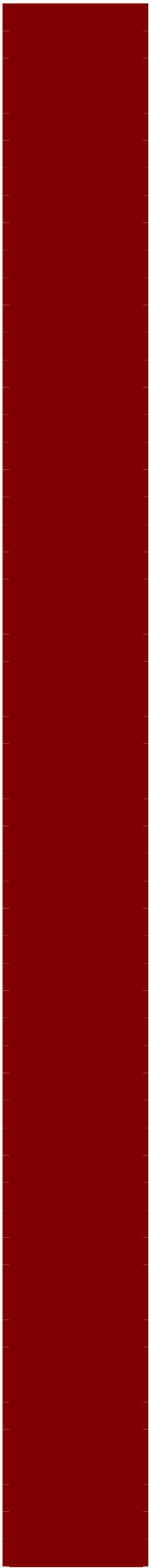


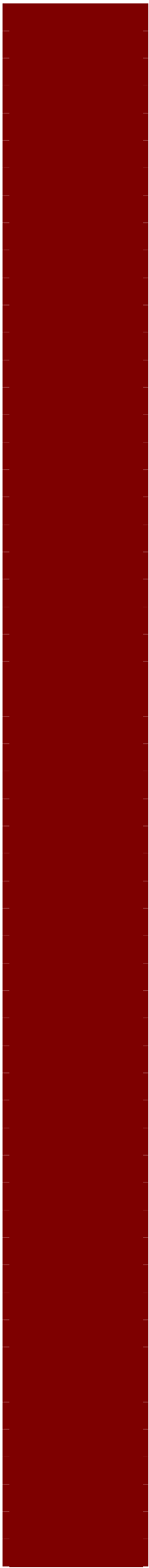


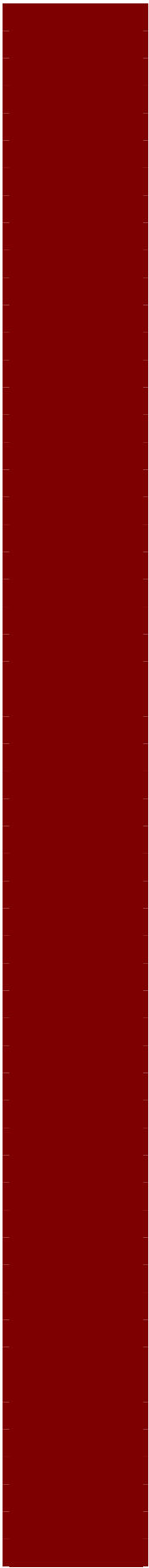


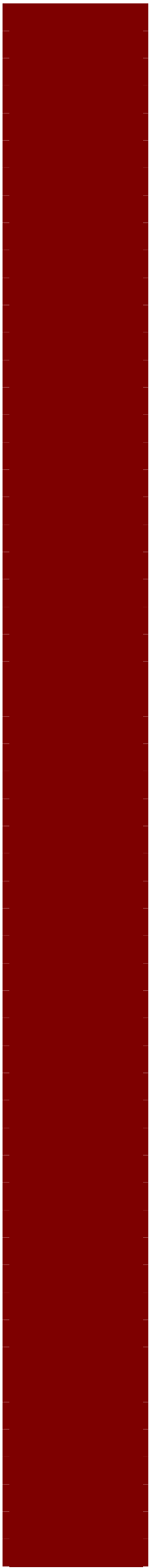


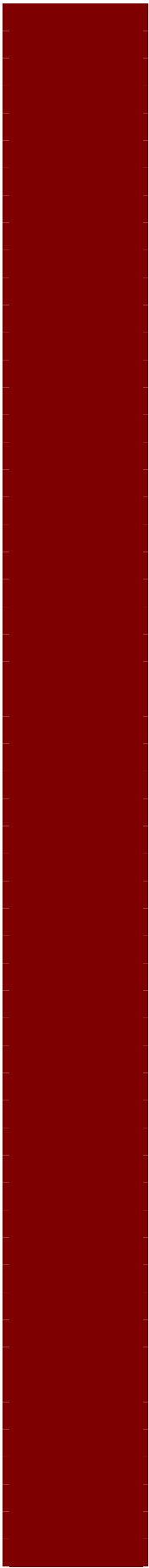


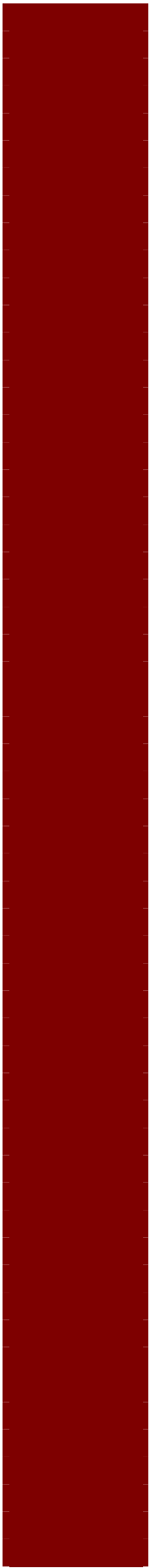


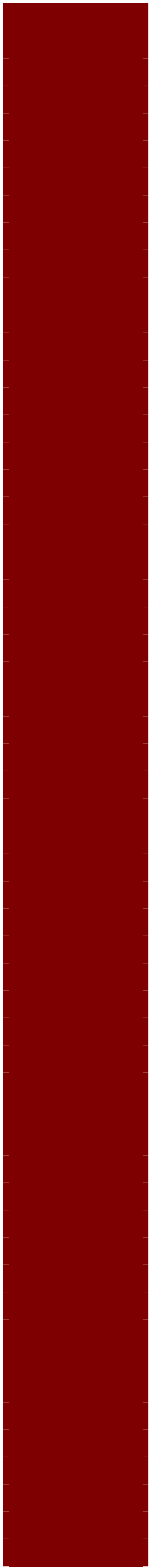


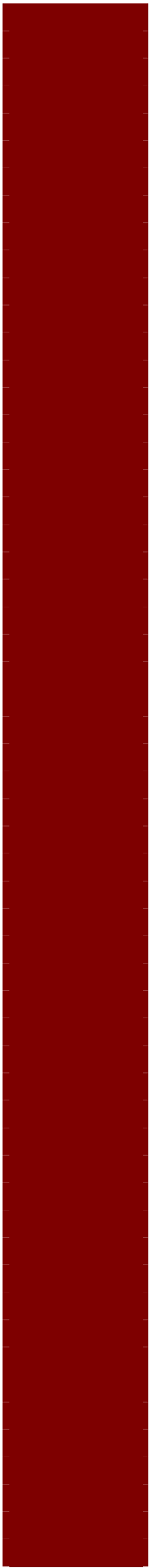


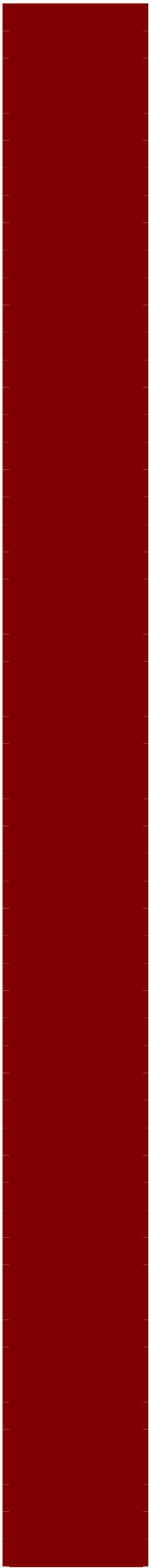


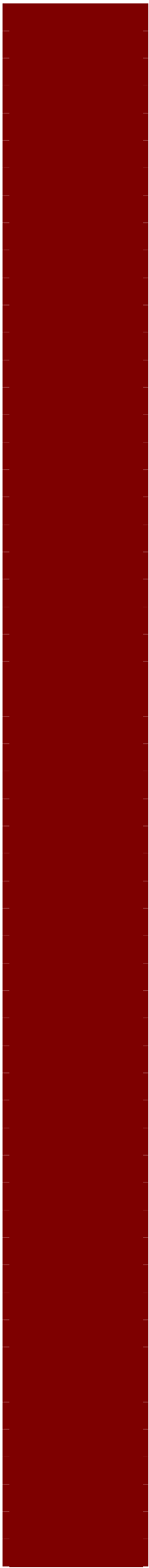


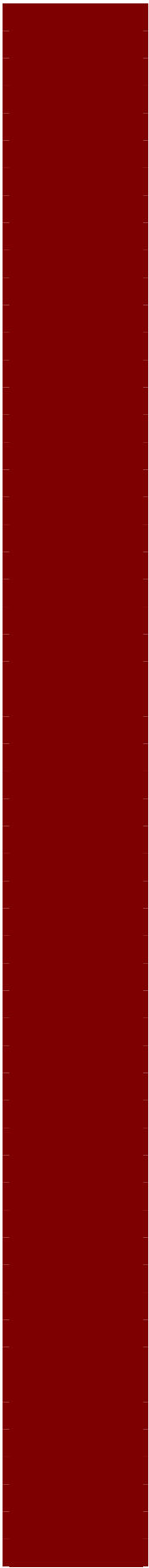


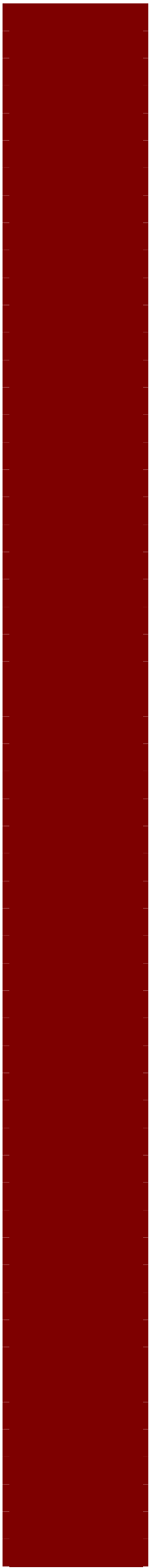


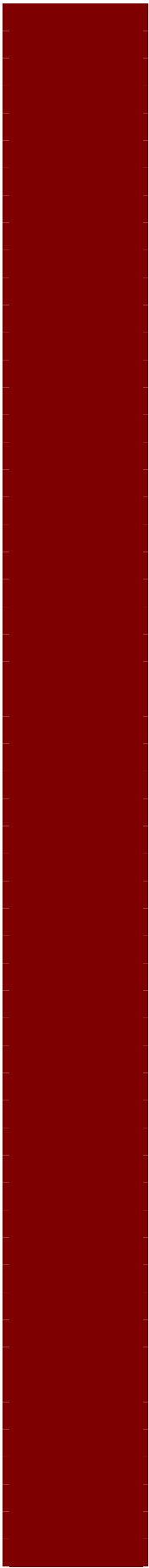


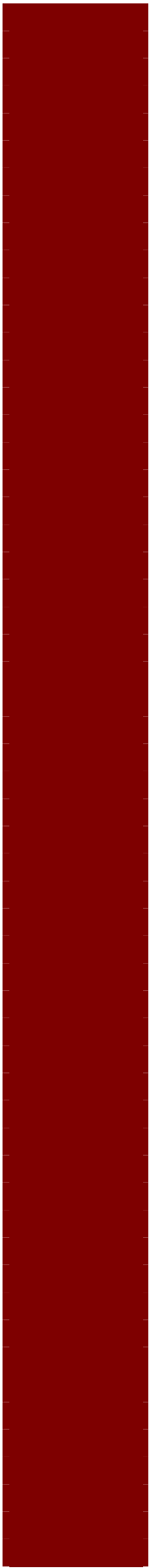


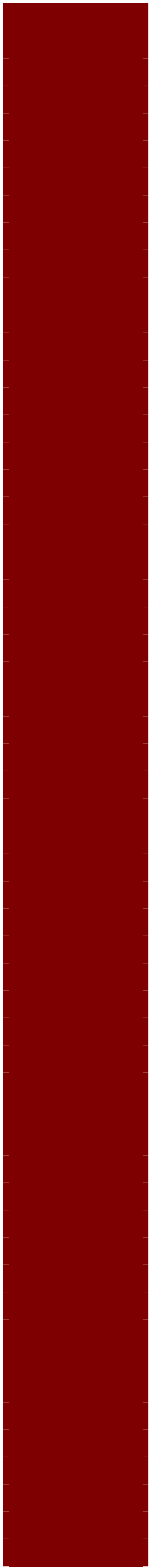


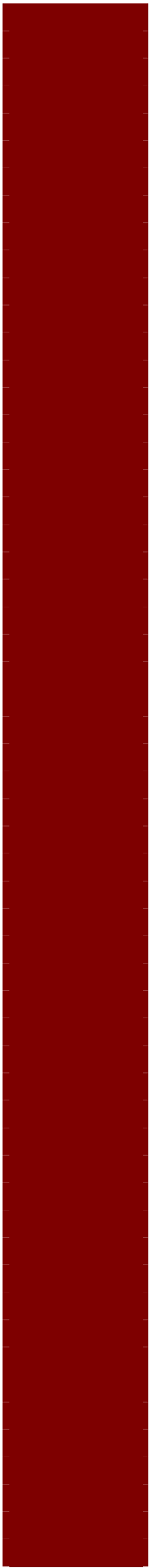


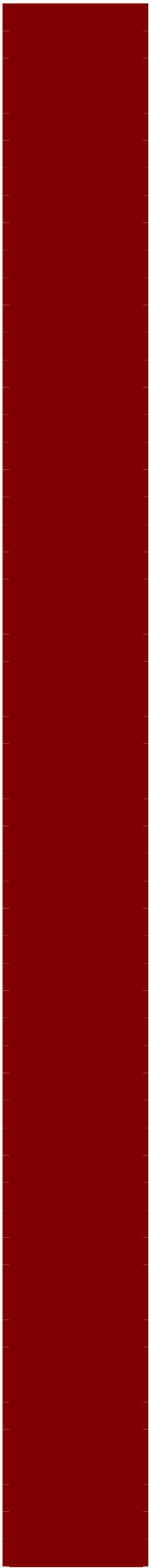


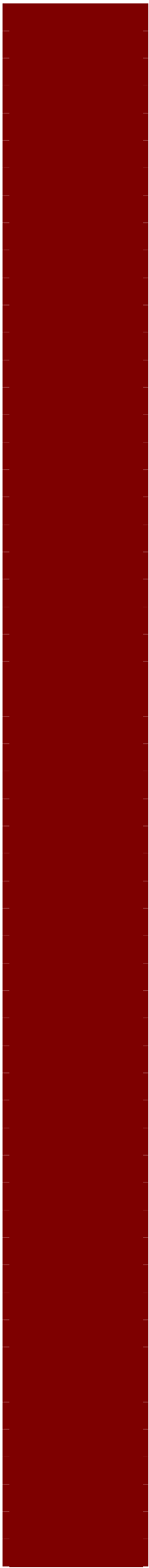


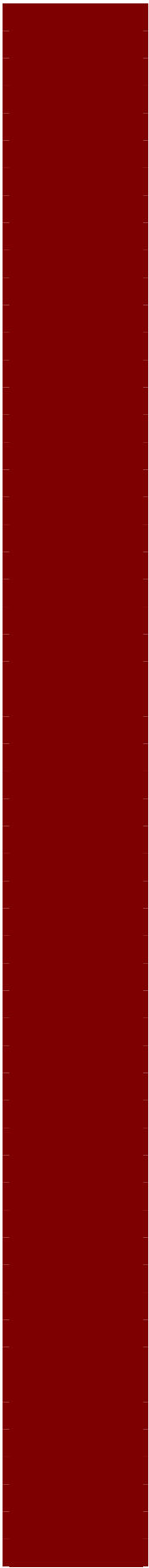


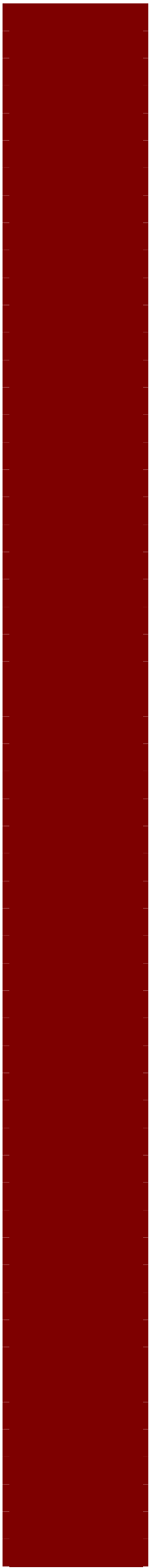


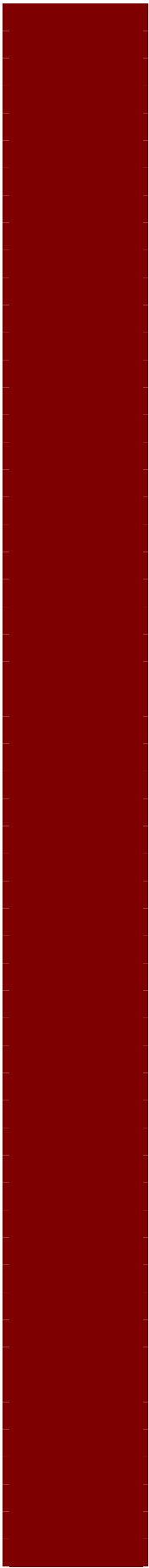


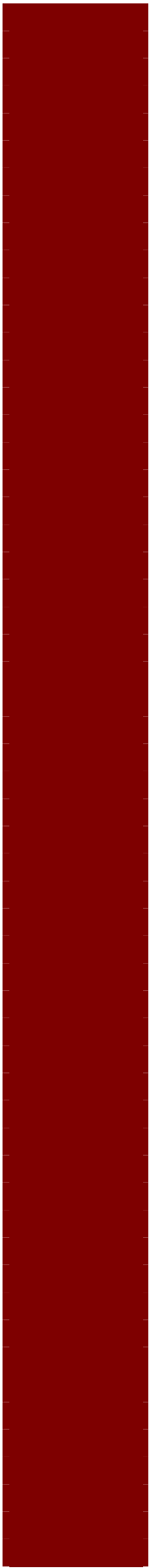


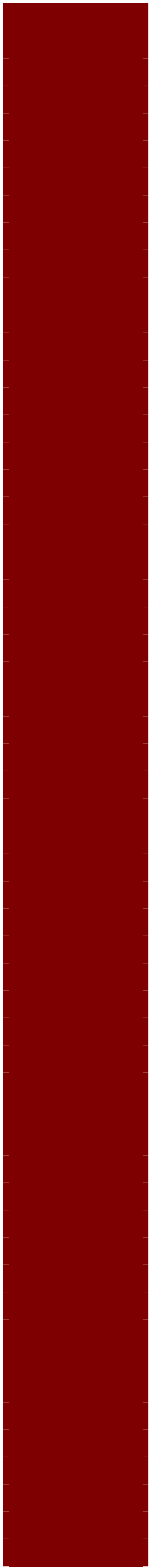


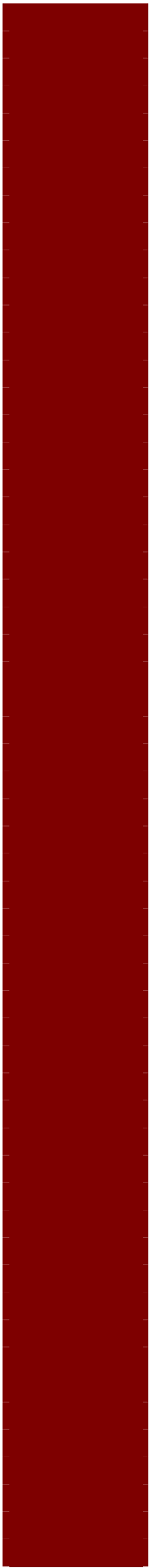


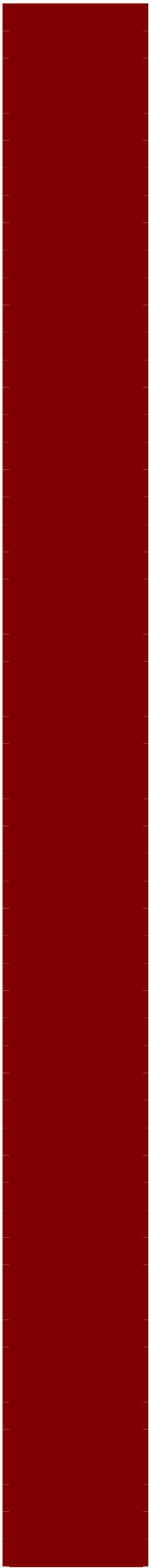


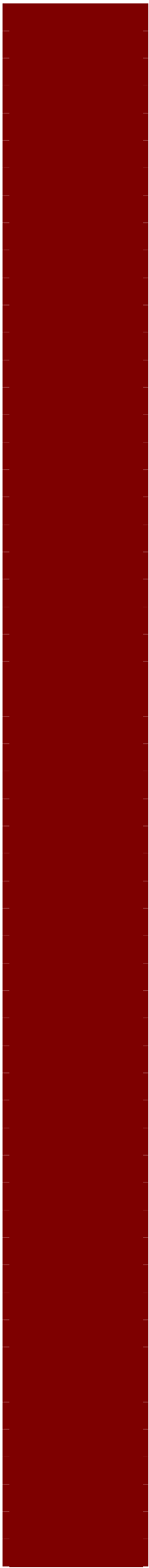


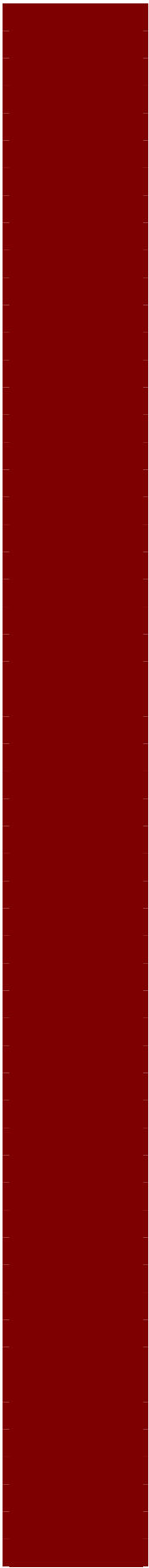


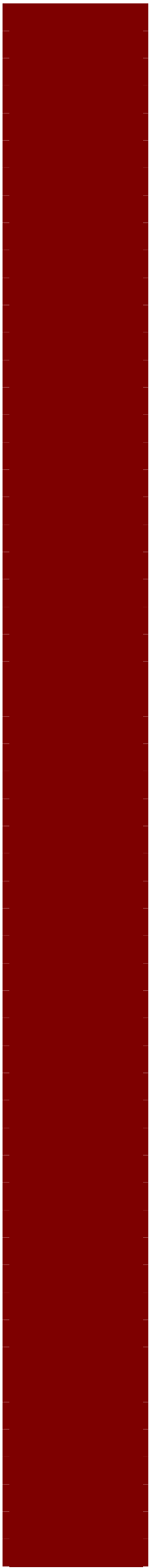


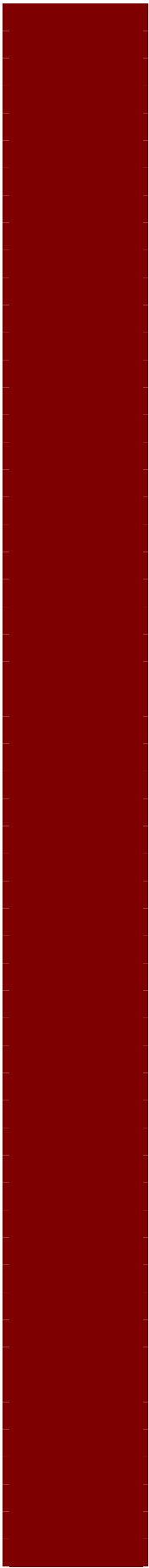


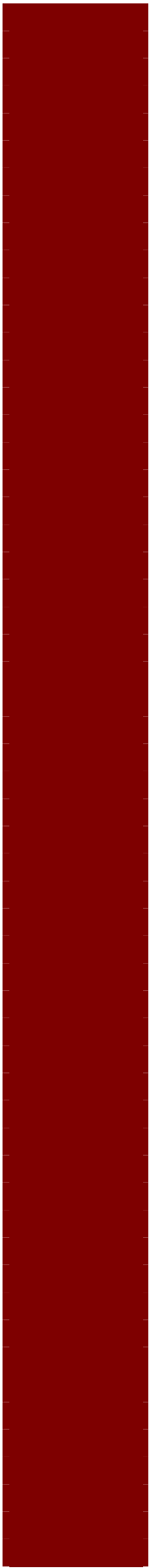


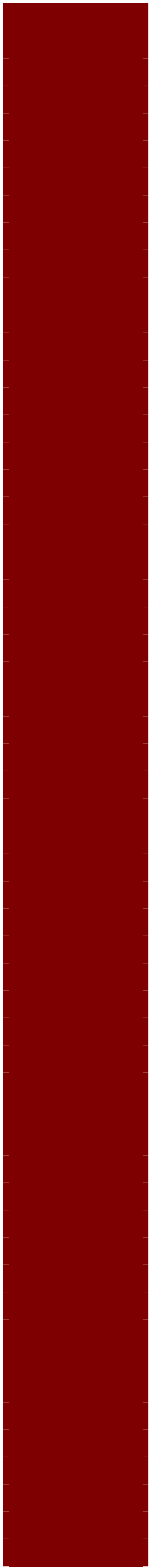


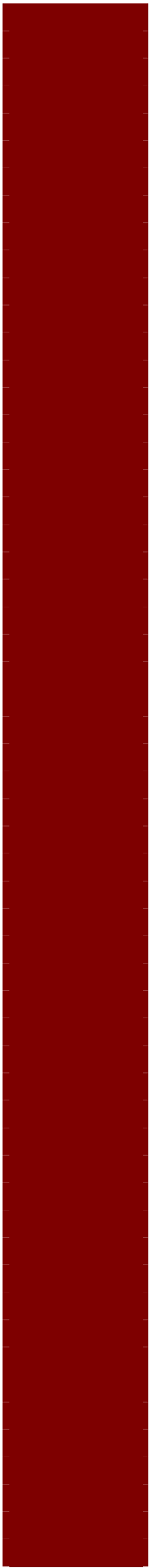


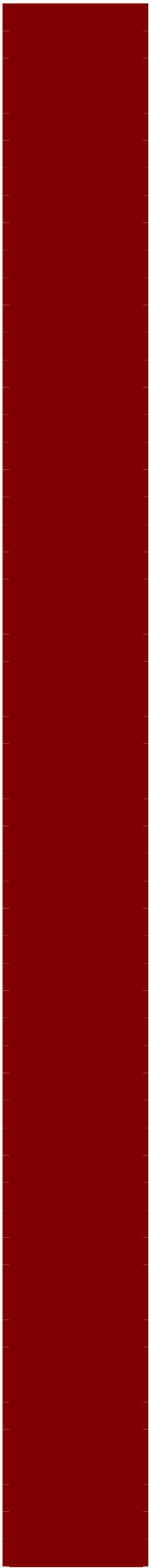


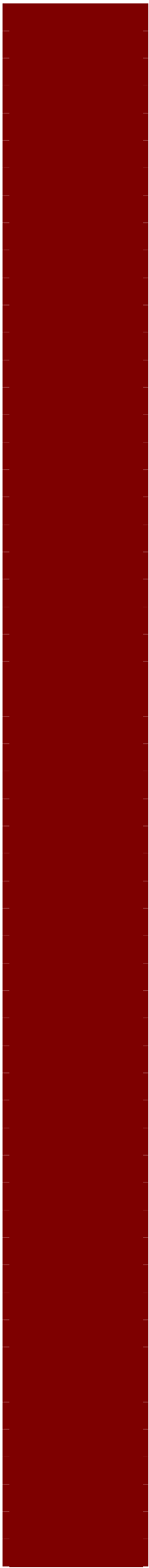


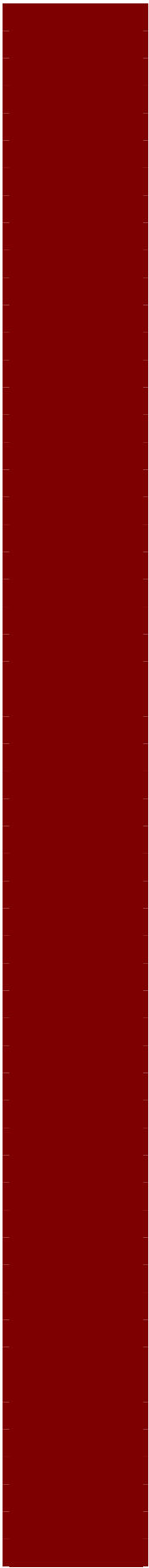












STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

April 25, 2003

CHANGE NOTICE NO. 17
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 335-0462 Christine Mitchell, CPPB
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2003	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Please note the buyer has been changed to:

**Christine Mitchell, CPPB
530 W. Allegan
P.O. Box 30026
Lansing, MI 48909
(517) 335-0462
MichelC@michigan.gov**

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: **\$1,963,584.46**

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 17, 2002

CHANGE NOTICE NO. 16
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service - All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 1, 2003	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective immediately, the contract end date is changed to August, 1, 2003.

AUTHORITY/REASON:

Per agency request from Tom Fogle dated December 16, 2002.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: **\$1,963,584.46**

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 11, 2002

CHANGE NOTICE NO. 15
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: January 31, 2003	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective 11/1/02, the new remittance address is:

**Nextel Communications
P.O. Box 4181
Carol Stream, IL 60197-4181**

The overnight payment address is:

**Nextel Communications
Remittance Processing
1800 S. Springer Drive
Lombard, IL 60148**

All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per request from Nextel.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 13, 2002

CHANGE NOTICE NO. 14
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: January 31, 2003	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

Effective immediately this contract is hereby EXTENDED until 1/31/03. All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per mutual agreement of the State of Michigan and the contractor.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

February 12, 2002

CHANGE NOTICE NO. 13
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2002	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

An updated list of equipments and accessories is attached. The price list includes discounts.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 2/8/02

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 26, 2001

CHANGE NOTICE NO. 12
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2002	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 6/1/02. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 12/28/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

November 21, 2001

CHANGE NOTICE NO. 11
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: December 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 12/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 11/20/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 24, 2001

CHANGE NOTICE NO. 10
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: November 30, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 11/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 10/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 26, 2001

CHANGE NOTICE NO. 9
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: October 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 10/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 9/21/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 23, 2001

CHANGE NOTICE NO. 8
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: September 30, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 9/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskirk on 8/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 24, 2001

CHANGE NOTICE NO. 7
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Don Eitniear Nextel Communication Units/Training/Service—All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: August 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED until 8/31/01. No other change.

AUTHORITY/REASON:

Per agreement with Mike Ames on 7/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

wroForm No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 25, 2001

CHANGE NOTICE NO. 6
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel West Corp. dba Nextel Communications 27755 Stansbury Blvd. Farmington Hills, MI 48334	TELEPHONE Richard VanBuskirk (810) 217-0479
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
Contract Administrator: Andy Ghosh Nextel Communication Units/Training/Service -- All State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: July 31, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE (S):

This contract is EXTENDED till 07/31/2001.

AUTHORITY/REASON:

Per agreement with Mike Ames on 6/22/01

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

wroForm No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice, may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

March 7, 2001

CHANGE NOTICE NO. 5
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel Communications 300 Galleria Officentre, Suite 301 Southfield, MI 48034	TELEPHONE Mark Samarian (248) 213-3100
	VENDOR NUMBER/MAIL CODE
	BUYER (517) 373-7396 Andy Ghosh
NIGP #725-51 Contract Administrator: Andy Ghosh CS-138 #NotReq Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: June 1, 2001	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

NATURE OF CHANGE:

This contract is EXTENDED till 06/01/2001.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms
and conditions and this notice, may be considered in default
of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 6, 1999

CHANGE NOTICE NO. 3
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR Nextel Communications 300 Galleria Officentre, Suite 301 Southfield, MI 48034	TELEPHONE Mark Samarian (248) 213-3100
	VENDOR NUMBER/MAIL CODE
	BUYER (517)241-1647 Irene Pena
NIGP #725-51 Contract Administrator: Irene Pena CS-138 #NotReq Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: February 16, 1999 To: February 16, 2000	
TERMS Net 45	SHIPMENT As Required
F.O.B. Delivered/Install	SHIPPED FROM N/A
MINIMUM DELIVERY REQUIREMENTS N/A	

CHANGE(S):

Effective immediately, the contract administrator and Buyer assigned to this contract is:

Irene Pena
(517) 241-1647

TOTAL ESTIMATED CONTRACT VALUE REMAINS: \$1,963,584.46

**NEXTEL PRODUCT AND PRICING SUMMARY
FOR THE
STATE OF MICHIGAN**

APPENDIX A

CONTRACTOR'S PROPOSAL (EXCERPTS)

SECTION 2.3 NEXTEL'S SERVICE

2.3.1 Introduction

The Nextel personal wireless network features integrated telecommunications services. Subscribers can secure all of their communication needs through one easily accessible source, using one telephone number, contacting one customer service center, and paying one bill. The main services are: Nextel Direct ConnectSM, cellular, text and numeric paging, and data services (future). Each of these services will be described briefly in this section.

2.3.2 Nextel Direct ConnectSM

For businesses with workgroups, the Nextel private network offers many advantages over traditional analog dispatch service. Improved sound clarity and system access are achieved through all-digital, congestion-free transmission on the 800 MHz spectrum. Vehicles have an increased communications range because Nextel's significantly larger footprint allows for expanded coverage and will receive improved signal reception because of the system's multi-site design. The old analog SMR systems or analog private systems typically had one repeater site and the user had to manually switch between different systems. In the Nextel system the various cell sites are networked together, so that switching from one site to another is done automatically without any action by the user. The digitally coded speech also provides a measure of privacy, which is important for many business transactions.

Nextel's Enhanced Specialized Mobile Radio (ESMR) dispatch service offers higher capacity than SMR. As a result, the subscribers experience less blockage and access a talk channel faster.

Most dispatch two-way radio users are organized into various fleets and talkgroups. A fleet is usually a group of radio users belonging to the same company, such as the employees of an entire company. A talkgroup is a subset of the fleet, whose normal communications do not require interface with other subsets of the fleet. For example, in a typical company the warehouse personnel could be on one talkgroup and the delivery trucks could be on another. Talkgroups are made up of individual radio users, who are joined together in workgroups. Typically, the majority of an employee's communication requirements are within his/her own talkgroup. These talkgroups are preprogrammed in the system, and the user has the ability to talk to the entire fleet or to his talkgroups. Private calls can be made to individuals in the fleet by merely calling their individual ID numbers. All such calls are half duplex calls, which require the user to "push to talk and release to listen".

Even for the business user who has not used two-way radio dispatch in the past, Nextel Direct ConnectSM can be an effective tool. It allows the user to be in instant contact with other members of his business team without having to dial their phone number. It also allows him to talk with all the members of his team. For example, this is a great tool for members of a sales team in a company or an engineering team or a technical support team. It allows them to effectively coordinate their efforts at a lower rate than for a cellular call.

2.3.3 Cellular Service

Nextel wireless telephone service, available with both mobile and portable units, is competitive with today's analog and digital cellular. Each unit has an assigned public telephone directory number and can initiate calls to or answer from the Public Switched Telephone Network (PSTN). One main difference with the Nextel system is the ability to deliver unmatched functionality with relative simplicity. User-friendly features include speed dialing and call forwarding, which are very easy to use. This service is sometimes also called "Interconnect".

Nextel provides coverage in 79 of the top 100 metropolitan areas across the country. The obstacles of operating away from home and crossbilling will not be an issue, since the customer will be dealing with one national company. Nextel does not charge roaming charges in the U.S. or Canada.

2.3.4 Text and Numeric Paging

Subscribers using Nextel's integrated paging and text messaging services add a new dimension to their personal communications. State-of-the-art data transmission delivers multiple alpha and numeric messages directly to the Nextel unit's easy-to-read screen. Subscribers have unmatched flexibility in choosing the mode of communication which fits their immediate need. Plus, unlike one-way pagers, which fail to receive critical messages when the pager is turned off or is out of range, the Nextel personal network stores messages up to 140 characters in length and then delivers them when the unit is re-activated. The system will store messages for seven days, before deleting them. With the Nextel system, a message originated in the Los Angeles system can be delivered to a subscriber unit travelling in New York.

With the Nextel service, paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

There are a variety of ways that messages can be sent to the subscriber unit. By using Nextel's proprietary NexNote® software with a modem-equipped DOS, MacIntosh or Windows-based personal computer, subscribers may send text messages to any Nextel handset. Messages can also be sent by utilizing NEXGRAM®, an operator-assisted messaging service. Finally, Nextel can provide customers with an inexpensive messaging terminal, AlphaMate™ by Motorola, that offers a convenient way to send group or preprogrammed messages.

2.3.5 Voice Mail

Nextel's voice mail system can be used for many different applications. With cellular service, voice mail is an answering service that ensures no important calls are missed and allows the user to decide which calls to return and how soon. The voice mail is integrated with the message service so the customer is alerted to the new voice mail message and is told the number of messages in the mailbox.

2.3.6 Data Transmission

Nextel is in the process of developing its packet data service and will be introducing it in early 1999. With this service customers will be able to send and receive data that will allow them to operate more efficiently in the mobile environment.

The Nextel Packet Data System will be a significant cement over existing technologies and is designed to be fundamentally a wireless Internet network. Its key mission will be to support TCP/IP based communication between mobile and land-based computers. Since it is based on IP (Internet Protocol), the most widely deployed networking standard, Nextel Packet Data will be able to support a wide variety of applications ranging from Automatic Vehicle Location and messaging to database inquiry and electronic mail. Users will not be restricted to any proprietary applications or protocols and will take advantage of any IP based solution.

2.3.7 Summary

This is a general overview of the services that Nextel offers. The following sections will give a more detailed description of the equipment.

SECTION 2.4 NEXTEL EQUIPMENT

2.4.1 Introduction

This section will first discuss the common features in the various types of subscriber units and then detail the specifics. Nextel's product line now includes:

- © Portables
 - i1000
 - i600
 - i390
 - i370
 - r370
- © Mobiles
 - m370
- © Control Stations
 - b370

2.4.2 Common Features

A subscriber unit includes the radio equipment and interface that a subscriber needs to access the integrated services provided by the Nextel system: digital cellular, Direct ConnectSM (Group Call and Private Call), Text and Numeric Paging and Voice Mail. All subscriber units operate on 6:1 TDMA technology for Direct ConnectSM and 3:1 for cellular calls.

Each unit has a full numeric keypad for unlimited cellular and Direct ConnectSM operation. The highly tactile keypad can be set at audible or silent and each unit has a well-illuminated, easy-to-read LCD display of four lines, which is backlit for nighttime operation.

Some other common features are:

General Features

- Crystal clear digital audio
- Continuous signal indicator
- Built-in fraud and cloning protection
- Easy to use menu system battery strength indicator
- One year manufacturer's warranty

Cellular Features

- 100 member phone list
- Call waiting
- Call hold
- Automatic redial
- Call forwarding
- Last number redial
- Speed dial and alpha recall
- Voice Mail indicator
- Multiple call timers
- Scratchpad memory
- DTMF (Touch Tone) overdialing

Messaging Features

- New mail indicator
- Storage for up to 16 messages
- Messages up to 140 characters in length
- One touch call back of numeric pages
- Time/date stamp
- Icon and audio notification of new pages

Direct Connect_{SM} Features

- One touch calling
- Up to 30 programmable talkgroups with alpha name tags
- 100 member Private Call directory with alpha-name tags
- Call back alerting
- Incoming Private Call ID

Each subscriber unit is identified by a unique number called the International Mobile Equipment Identifier (IMEI), which is permanently stored in the subscriber unit. Just as the IMEI identifies the mobile equipment, other numbers are used to identify the unit. Different subscriber unit identities are used in different phases of call setup. The subscriber unit's telephone number is the number a calling party dials to reach the subscriber unit. It is used by the land network to route calls toward an appropriate switch. The unit's IMEI is the primary identity of the subscriber unit within the mobile network and is permanently assigned to it.

All the parameters necessary for defining a subscriber's personality are programmed into the unit at the time of installation. These features are enabled or disabled when the unit is in contact with the network switch.

2.4.3 Portable Units

i1000

The i1000 is Nextel's top of the line offering for the mobile professional. This unit is smaller, lighter and more elegant than the other Nextel handsets, perfectly suited for all business users. When Nextel says: "You've never used a phone like this before," it accurately describes the extensive set of features that the i1000 offers to its users.

The i1000 is small and light enough to be carried in a suit jacket pocket and yet talktime has not been sacrificed. Its unique, see-through flip allow the phone to operate either opened or closed. The most distinctive feature is its speakerphone, which allows users complete handsfree operation for phone calls.

The i1000 offers all of the common features listed above plus the following unique features.

i1000 Features

- Speakerphone
- Consolidate Directory Programming
- Name & Number Display
- User Selectable Phone Only Mode
- Selectable Ring Styles
- Vibration Alert
- Additional Line Service
- Selectable Languages
- Display Own Phone #
- Display Own Private ID
- Any Phone Key Answer
- Emergency Dialing
- 3-Way Calling
- Learned Bandmap Roaming

The i1000 package includes the phone, a standard lithium ion battery and travel charger. The following additional accessories are offered:

- Slim Lithium Battery
- Desktop Dual Pocket Charger
- Cigarette Lighter Adapter
- Soft Install Car Kit
- Audio Adapter with various Earpieces and Headsets
- High Capacity Batteries
- Leather Carry Cases
- Belt Clips
- Hands Free Car Adapter
- Hard Install Car Kit (future)

Technical Specifications

Signalling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time (standard battery)	3.0 hours
Standby	60 hours
Antenna	Retractable
Dimensions (HxWxD)	5.5" x 2.25" x 1.0" (with standard battery) 4.7" x 2.4" x 1.2" (with slim battery)
Weight	5.78 oz. (with standard lithium battery) 5.4 oz. (with slim lithium battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

i600

The i600 portable has been a steady performer in the Nextel family of subscriber units. It has all of the common features described above with some additional features.

i600 Features

- Selectable Ring Styles
- Vibration Alert
- Additional Line Service
- Selectable Languages
- Display Own Phone #
- Display Own Private ID
- Any Phone Key Answer
- Emergency Dialing

3-Way Calling
Learned Bandmap Roaming

The highlights of the i600 (which are also available with the i1000) are:

Vibration Alert
Alternate Phone Line
Selectable Ring Styles
3-Way Calling
Emergency Dialing

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time	270 minutes (standard battery) 360 minutes (extended life battery)
5% transmit/5% receive/ 90% standby Duty Cycle	24 hours (standard battery) 33 hours (extended life battery)
Antenna	Retractable
Dimensions (HxWxD)	5.3" x 2.3" x .7"
Weight	7.9 oz. (with ultra-slim NiCd battery)

i390

The i390 has all of the features of the i600 described above with exception of the vibration alert, the additional line service and 3-way calling.

i370 and r370

The i370 and r370 are the basic offerings in the Nextel portfolio, which have all of the common features described above. The i370 and r370 are essentially the same, except that the r370 is a ruggedized version, built to withstand harsh use. The r370 meets MIL STD 810 C/D/E specifications.

The Hi/Lo audio is controlled by means of a button and the hi-audio speaker is separate near the microphone.

These units include the antenna, standard battery, and charger. Rapid charge batteries and chargers are available for shorter charging time. The following portable accessories are offered:

- Slim Pak Batteries
- High Capacity Batteries
- Leather and Nylon Carrying Cases
- Belt Clips
- Carry Holders
- Vehicular Battery Chargers and Eliminators
- Car Kit
- Remote Speaker Microphone
- Choice of Antennas

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW

Talk time (standard battery)	145 minutes
5% transmit/5% receive/90% standby Duty Cycle	9.5 hours
Antenna	Screw on
Dimensions (H x W x D)	5.5" x 2.25" x 1.0" (i370) 5.9" x 2.4" x 1.9" (r370 with extended life battery)
Weight	8.7 oz. (r370 with ultra-slim battery) 14.3 oz. (r370 with extended life battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

2.4.4 Mobile Units

m370

This mobile unit is a 3.0 watt dash mount or remote mount transceiver with almost identical features. It offers the integrated set of services and includes a handset, external speaker, and visor microphone.

This fully integrated digital mobile phone is designed for those who want integrated Direct ConnectSM and cellular communications without compromising safety, convenience or ease-of-use. Hands-free operation and speed dialing let you use the handset with minimum distraction. The user can receive text and numeric pages and voice mail alerts. They offer memory scrolling and alpha search for one hundred saved numbers. The handset with its full keypad and three-line display combines sleek styling with easy-to-use functionality. The handset and hang-up cup are lighted for easy use at night. This radio is designed for remote installation with only the handset visible.

The mobile is capable of choosing any of 255 different talkgroups and can have 30 talkgroups aliased or named at any one time.

The mobile can be installed with an automatic or manual lock and a theft alarm. It can also include a horn alert to notify the user of a call when he is away from the vehicle.

The mobiles can be purchased with external speakers for enhanced sound quality in high noise environments. Visor microphones are available to provide hands-free operation for greater safety and convenience. Nextel offers different antennas to meet a wide variety of personal preference or system-related needs.

Technical Specifications

FCC Designation	AZ492FTS775 (m370)
Signalling Format	TDMA Digital; Quad 16 QAM
Frequency Range	Transmits: 806-821 MHz Receives 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.0 ppm (m370)
RF Output Power	.025 to 3.5 Watts pulse average power (variable)
Audio Output Power	0.5 Watt (Handset Speaker) 3.0 Watt (External Speaker)
Operating Voltage	13.8 VDC Nominal $\pm 20\%$
Emission Designator	20KOW7W
Data Port Interface	RS232 with optional cable
Environmental Performance	Military standard 810 C/D/E

2.4.4 Control Station Unit

b370

The base station has the same specifications as the mobile, but a power supply, external speaker and a choice of microphone are intruded for desktop operation. These digital control stations offer full Direct Connect_{SM} and cellular functionality. They include a handset with full keypad and three line display, designed for easy "at the ear" or "on the desktop" operation with a desktop cradle, including integrated speaker, microphone, and Push-To-Talk switch. The transceiver and power supply can be installed remotely.

SECTION 2.5 NEXTEL COVERAGE

2.5.1. Domestic Coverage

Nextel considers its service to have all of the features of PCS and digital cellular, plus the added feature of Nextel Direct Connect_{SM}, which allows individuals in a talkgroup to communicate with one another by the push of a single button. Attached is a Nextel nationwide service map and maps of the individual markets, showing the extent of our coverage areas. Currently, Nextel serves 400 cities across the United States and offers service in 79 of the top 100 markets in the country. By the end of 1998 Nextel plans to provide service to 85% of where the U.S. population works and lives.

2.5.2. International Coverage

Nextel has an interest in several current or planned international iDEN systems in North America, South America, and Asia. The following are specific markets that are in service or under construction:

- Canada
- Mexico
- Brazil
- Argentina
- Peru
- Japan
- Philippines
- Indonesia
- Shanghai

Clearnet, the Canadian iDEN provider, offers coverage from Windsor, Ontario to Quebec City and plans to launch service in western Canada in 1998. Nextel's U.S. units can now roam on the Cleamnet system at their U.S. rates with no roaming charges. A long distance rate of \$0.30 USD/min. has been established for long distance calls between Canada and the United States.

By June of 1999 Nextel will offer a dual-mode phone, which will be able to operate on the Nextel network, where Nextel has coverage (U.S., Canada and Latin America) and on GSM networks throughout the world (over 60 countries). Currently, the Nextel Worldwide_{SM} program offers Nextel users the use of a GSM phone, which is programmed to their Nextel number. Users pay one flat daily rate for equipment rental, plus a flat, per-minute rate for each call they make or receive.

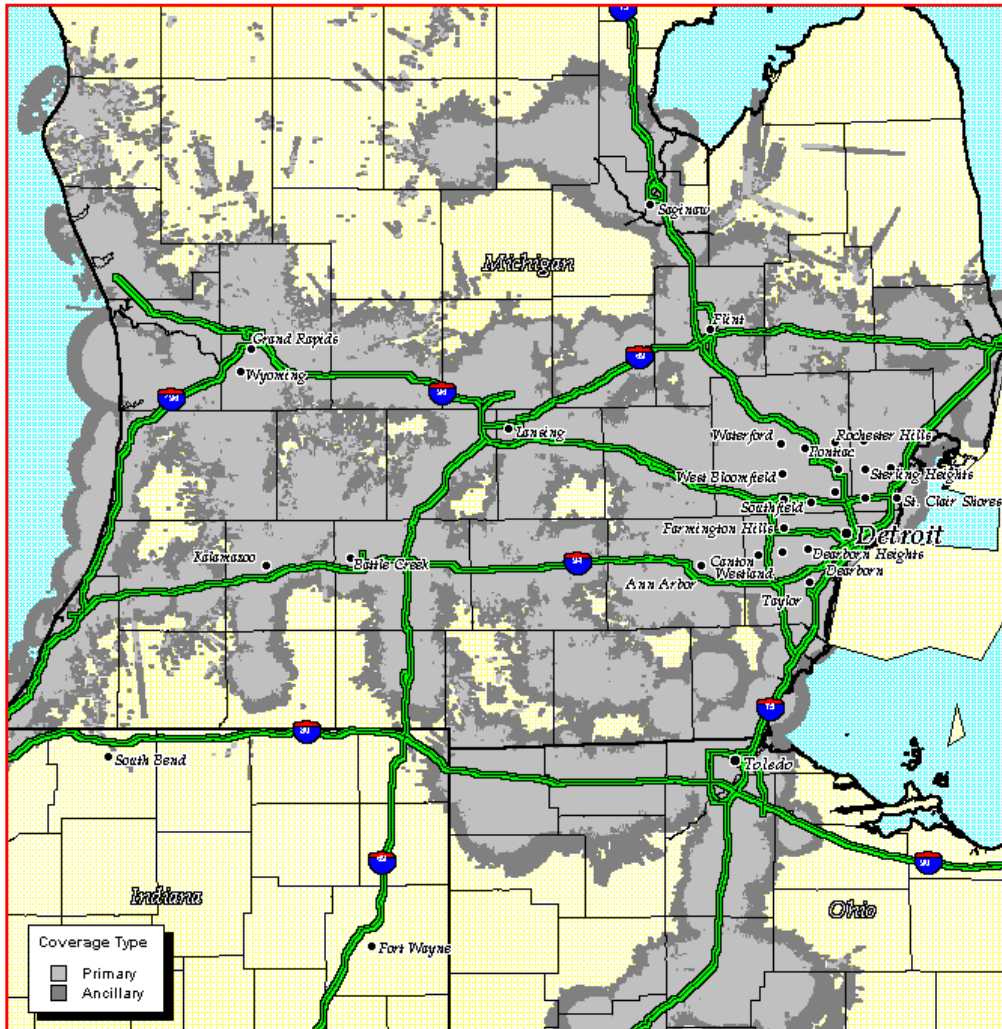
Michigan Market Coverage

NEXTEL

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Nextel's digital wireless network extends far and wide so you can get in touch with the people you need to. What's more, you can count on our coverage area and capacity to keep growing. Because we employ state-of-the-art digital technology, you get instant communications without annoying analog static. So instead of wasting time on busy signals or hard-to-hear calls, you can spend it doing business.

Nextel, the nation's leading provider of digital wireless communications services for teams of mobile workers, does not charge its customers roaming fees or require that they dial complicated codes when outside their home service areas. Nextel's National Network allows customers to have their cellular calls, calling features and home airtime rates follow them when they travel.



YOU'VE NEVER USED A PHONE LIKE THIS BEFORE™

www.nextel.com

The coverage area shown on this map is approximate. Actual coverage may vary due to subscriber equipment used, terrain, and atmospheric conditions. Use this map as a reasonable representation of coverage. Map represents coverage availability projected through 9/98. Produced by Spatial Insights, Inc. 9/98

SECTION 2.6 NEXTEL SUPPORT TEAM

2.6.1 Support Team

Nextel has assigned *Mark Samarian* as *State of Michigan's* Corporate Account Manager to the corporate headquarters. *Mark Samarian* is a member of the Nextel Corporate Accounts Team and will be the main point of contact for *State of Michigan*.

In each market where *State of Michigan* has facility, Nextel will have a support team to assist *State of Michigan* personnel. There will be the Major Account Executives in the local markets who will work in conjunction with the Corporate Account Manager. Also part of the team are the Customer Service Representatives who assist in training and many support issues.

There is also a Corporate Accounts Customer Care Center that will support your account on a centralized basis. The center, which can be reached by an 800 number, acts for all of our local offices to provide *State of Michigan* with one source for all service and billing. The Customer Care Center for the local markets will also be ready to support *State of Michigan* users on a secondary basis. *State of Michigan* users will be able to access their local Center by dialing "611" on their Nextel phone.

2.6.2 Ordering Process

State of Michigan has the option of handling its purchasing on a centralized or decentralized basis. If centralized, the orders can be placed with the Corporate Accounts Manager, who will coordinate the order with the Corporate Account Customer Care Center. If decentralized, the orders can be placed with the local Major Account Executive under the direction of the Corporate Accounts Manager, who will coordinate with the Corporate Accounts Customer Care Center.

2.6.3 Warranty

The subscriber units are covered by a one-year warranty for parts and labor by the manufacturer, Motorola.

2.6.4 Customer Care Center

The Corporate Accounts Customer Care Center, which will handle unit activations and problem resolution for *State of Michigan* on a nation-wide basis, is operational:

- five days a week, Monday through Friday, from 6 AM to Midnight, Eastern Time
- Saturday, from 8 AM to 6 PM, Eastern Time
- Sunday and all other times - on call

The Local Market Customer Care Center, which will handle local market issues for the end users, is operational:

- five days a week, Monday through Friday, from 6 AM to 8 PM local market time.
- Saturday and Sunday, from 8 AM to 5 PM local market time
- all other times - on call

This Center can be reached by dialling #611 on the Nextel phone.

2.6.5 System Infrastructure Maintenance

The Nextel system is maintained and operated by an extensive network of communications equipment and experienced personnel.

The Operation Maintenance Center

The Operation Maintenance Center (OMC) is a central network element built into every Nextel system that controls and monitors other elements to ensure the quality of service provided by the Nextel network. It provides alarm-handling functions to report and log alarms generated by components of the network. It controls each element of the system through an X.25 packet network.

Local Nextel Operations and Engineering Team

Operations

The local Nextel Operations team at the local switch is responsible for monitoring the system 7 days a week, 24 hours a day, providing first line support in fault resolution and emergency repair both at the MSC (Mobile Switching Center) and the individual cell sites. To mitigate problems from occurring, the team performs preventative maintenance and repair on a regular schedule on all system elements.

When software upgrades are required or the system must be expanded, the team is responsible for their implementation.

Engineering

The local engineering team is responsible for tracking the performance of the system, monitoring its overall health and looking for significant trends in performance. This team is constantly looking to the future to forecast long range system use and design for system expansion.

Network Operations Center

This Network Operations Center (NOC), located in McLean, Virginia, monitors the entire national system and works closely with the local markets, providing second level engineering and operational support. With their national perspective they see the "big picture" and determine how activity in one section of the system might affect another. Any changes that take place in a local market must first be authorized by the NOC. The Center provides trending statistics and informs Nextel Customer Care of any network events that might impact customers. They manage the overall expansion of the system and establish national standards for system hardware and software.

2.6.6 Nextel's Quality Program

Nextel has set a set of stringent standards for the operation and maintenance of the system. In addition, it works with Motorola, the major manufacturer of the system's infrastructure and the subscriber units, to maintain these same high quality standards. Nextel pledges to work with *State of Michigan* to attain its quality objectives outlined in the RFP. We continue to make strides in improving our performance in all aspects of the business.

One of the reasons that Nextel chose Motorola as its manufacturer is because of its track record on quality assurance. Motorola has been one of the nation's leaders in this area with its Six Sigma initiative. They claim that in the past nine years, they have reduced their in-process defect levels 250-fold. At the same time, productivity, measured in sales per employee, has increased 13.2% per year. These quality initiatives produce quality products in a timely manner at an affordable price. In 1988 they won the Malcolm Baldrige National Quality Award, emblematic of superior performance in regard to quality. They are also audited every two years and certified with the ISO-9000, an international quality standard.

Nextel has its own stringent quality standards that are used in the installation and maintenance of the system's infrastructure:

- Scheduled automated testing of call processing subsystem
- Performance of quarterly routine maintenance on all outside plant equipment (i.e. EBTS, HVAC, Towers, telco circuits and etc.)
- All maintenance personnel are vendor certified
- The Network Management facility is staffed seven days by 24 hours
- Customer satisfaction is monitored on a regular basis

- Monitor and track customer problems by category
- Benchmark system performance
- Monitor scheduled and unscheduled system downtime
- Monitor system traffic performance (i.e. blocking, drops, handover, call volume)
- Drive test entire system, collect empirical data, and make system adjustments on a regular basis
- Conduct regular service improvement meetings with telco and other vendors
- On-site Motorola support at the switch location
- Drive test the entire system after all system expansion and software upgrades.

SECTION 2.7 NEXTEL SERVICE IMPLEMENTATION

2.7.1 Project Management Plan

Nextel understands the magnitude of the tasks and resources necessary for the successful implementation of your system. Nextel representatives will work with *State of Michigan* to provide an organized and systematic transition from the current service to the new digital system. This task will require a high degree of coordination between Nextel and *State of Michigan*.

The overall responsibility for the successful implementation of the project on a corporate level lies with the Corporate Accounts Manager. On a local level the Major Account Executive is responsible. To assist this person Nextel will dedicate a Customer Service Representative (CSR) in each market for the duration of the project.

The Major Account Executive will be responsible for the contractual schedule requirements and the technical objectives of the contract. Additionally, the Major Account Executive and the Customer Service Representative will be directly responsible for processing equipment orders and deliveries, coordinating subcontracts, distributing documentation, providing training, and coordinating various team members to ensure a completely operational system. During the implementation phase they will provide the liaison with other departments within Nextel, such as Marketing, Engineering, Operations, and Customer Care.

Nextel strongly suggests that the implementation be done on a phased approach, location by location, department by department. The supervisors will have to be part of the planning process to determine how each unit will be programmed - what the composition of the talkgroups will be and what the various aliases will be. Then, the supervisors will be trained and will subsequently train their employees.

Training

Nextel will provide a complete training package for *State of Michigan* including basic user training. Each training class will consist of a lecture, overhead slide presentations, and demonstrations on actual equipment. Nextel will provide user manuals and training information applicable to the equipment. Nextel will offer training for all subscriber unit users. Because of scheduling conflicts not all students may be able to attend the regularly scheduled classes. Nextel will offer training and materials for those supervisors who wish to train their own people.

2.7.2 Project Tasks

Following is a list of tasks to be typically accomplished during the project implementation:

1. Project Kick-off Meeting
2. Final scheduling for the project
3. Ordering equipment
4. Direct Connect talkgroup planning
5. New equipment receipt and inventory
6. Manager and supervisor training
7. Employee training
8. Programming the phones
9. Review of Nextel billing with Payables Department
10. Installation of mobile phones
11. Distribution of portable phones
12. Cutover to Nextel service
13. Project completion
14. Project review

SECTION 2.8 NEXTEL REPORTING & BILLING

2.8.1 Flexible Billing and Reporting

Nextel is committed to offering its customers the billing and reporting flexibility they need to meet their business needs. *State of Michigan* may elect to receive a single, comprehensive invoice mailed to a single location. Or, choose multiple invoices with sub-account detail and airtime pooling for Nextel Direct ConnectSM service delivered to multiple locations.

There are three (3) billing options available. They consist of:

- (1) A master/subaccount structure. The master account receives the bill and the detail for all the subaccounts. The master is responsible for payment.
- (2) A master/sub account structure. The master account receives a summary only bill. The subaccounts receive a detailed bill. The master account is responsible for the payment of the bill.
- (3) An individual account structure. The individual receives a detailed bill and is responsible for payment of that bill.

2.8.2 Future Development

Nextel is developing a CD bill image program that will allow customers to receive copies of their invoices on CD ROM. CD bill image will enable them to view, print, fax and even attach copies of invoices to electronic mail systems. This will enable customers to review invoices quickly and efficiently, and dramatically reduce wasted paper and the need for extra storage space. Navigating an invoice will be as simple as clicking on a web page. Or, the customer can quickly search for information in any given invoice.

In sum, Nextel offers the features and flexibility a customer needs to satisfy his billing and reporting requirements, on time and with total accuracy.

SECTION 2.9 NEXTEL'S FRAUD CONTROL

2.9.1 System Security

System security is a big advantage of the Nextel system over more traditional wireless offerings. While other wireless providers struggle for standards for fraud control technology or rely on unproven technology, Nextel relies on iDEN technology to offer security throughout its service territories.

Cellular system security is of paramount importance to all whom use cellular telephone networks both now and in the future. In today's cellular world, the concern is the proliferation of cellular cloning, fraud, and the unauthorized monitoring of cellular phone calls.

It is important to understand how these events occur and how the different technologies address these concerns.

First, the difference in the network technology: Cellular technology is, in its most basic form, divided into 2 major categories: analog cellular networks and digital cellular networks.

Analog cellular, being the most prevalent of cellular transmission technology in use, presents many challenges to security. Analog, by its nature, is very susceptible to all of the above mentioned concerns. As an analog cellular call is initiated, it is easy for anyone with a conventional radio scanner to monitor the ongoing conversation.

Analog cellular phone cloning can be accomplished by means of scanning and decoding the initial system access codes from a cellular phone and programming another phone with the access coding. The cloned phone is then used without the user knowing that he is being billed for not only his own phone calls, but also for the calls made by the illegally cloned phone.

Digital technology, on the other hand, is more impervious to unauthorized monitoring or fraud. Because digital transmission is essentially an encrypted stream of ones and zeros that are transmitted over an RF channel, it is more difficult to decode the information regardless of whether it is scanned or not. Digital encryption arranges the information to be transmitted into a format that will be recognized only by another device with the same encryption format, thus making it extremely difficult to decode.

When the Nextel phone is first powered up, the International Mobile Subscriber ID (IMSI) is sent to the switch. With the normal analog cellular system, this could be scanned and used to clone the phone. The Nextel system takes in the IMSI and then assigns a Temporary International Subscriber ID (TMSI) to the communicator and authentication begins. This TMSI will change, based on switch control, several times during the use of the communicator. Therefore, making it even harder to scan and clone.

Nextel then takes the digital technology advantage even further. With the use of the GSM Specification model, IDEN technology has incorporated many of the features of GSM into its cellular transmission technology. The GSM specification addresses security from many different angles. Unauthorized access is abolished by means of authentication. This function checks the subscriber unit and the system switch. When the subscriber unit initiates a call, it sends a service request to the Home Location Register. The Home Location Register searches the data base for the subscribers system information and generates an Authentication request. This authentication request contains a random binary number, which is 16 bytes in length.

The subscriber unit receives the random number generated by the Home Location Register and with its own authentication key (a binary number that is 8 bytes long), solves for a predetermined value (in essence it solves an equation). At the same instant, similar solve for X sequence is being accomplished within the switch. The subscriber unit sends back its authentication response (the answer to the equation), and a comparison of the solution at the switch and the authentication response is performed within the switch. When this is accomplished, the subscriber is allowed to use the system.

The authentication request is generated by means of a proprietary algorithm, which is housed inside the switch. The algorithm is the heart of the authentication system. The authentication key, which is housed in both the switch and the subscriber unit, can be changed for further security, but it is never transmitted over the air. Only the random number and the authentication takes place.

The entire authentication sequence is completely transparent to the subscriber, thus eliminating the need for the user to perform additional steps in activating his or her phone call. Upon completion of the authentication sequence the communicator is logged onto the network and available for use.

The M16 Quadrature Amplitude Modulation, which is used in the IDEN product, is a proprietary modulation that cannot be monitored by any device available in the marketplace today. Additionally, the proprietary nature of the RF and the IDEN call processing algorithms makes it very unlikely that anyone would be able develop such a monitoring device in the future.

2.9.2. Authentication and ID Management Plan

Each subscriber unit is assigned an identity, called an International Mobile Subscriber Identity (IMSI), which is understood by both the dispatch and interconnect call processing programs. Associated with the IMSI are the services a provider/maintainer has provisioned for a user, along with related billing information. As a result, it is important for the system to validate the user's IMSI each time an interconnect call processing procedure is performed.

When a unit is powered on, as well as when it changes location areas, it can be authenticated by the system. It is also authenticated whenever a phone call or paging transaction on the cellular side of the system is attempted and when it performs a supplementary service action such as registering a call forwarding number.

Authentication is basically a process where the Fixed Network Equipment (FNE) sends a random number to the subscriber unit and the subscriber unit processes this number with an authentication

algorithm and an authentication key to generate a response to the FNE. Only the FNE and subscriber unit know the authentication key and therefore only the FNE and the subscriber unit know the response. If the response is valid, the call continues. If the response is invalid, the call is not allowed to proceed. The authentication key is generated and displayed by the subscriber unit. The subscriber/user then communicates the authentication key to the service provider by secure means (e.g. phone call by wire-line, mail, in person, etc.) at subscription time and the key is never sent over the air.

For interconnect call processing, a temporary ID called the Temporary Mobile Station Identifier (TMSI) is used to identify the subscriber unit to the system. This minimizes broadcasting the IMSI over the air. However, the IMSI may be broadcast when the subscriber unit initially roams into a system and registers. The system assigns a TMSI for the subscriber immediately, and that will be used to identify the subscriber until he roams out of the system.

For Direct ConnectSM call processing, a similar set of the temporary IDs are used to define a subscriber unit's individual, group, and announcement group IDs. These IDs function in a role similar to the TMSI'S.

SECTION 2.10 NEXTEL DISASTER RECOVERY PLAN

2.10.1 Nextel's Disaster Recovery Plan

In designing a disaster recovery plan for telecommunications, it is extremely important to determine the strengths that the system will need during adverse conditions. For telecommunications this can be measured by the amount of redundancy that is built into all components of the system. This section will outline the redundancy of the Nextel system.

2.10.2 At the Cell Site

In the design of the Nextel system there is a certain amount of overlapping in the coverage areas, which will allow one site to increase its coverage area in case a neighboring cell is inoperative. Also there is redundancy built into the individual base stations. Particular boards, which might be subject to failure, can be replaced very easily by service personnel. At some sites there are multiple base stations and in case of failure, one station can back up another. Some sites have as many as five stations. These sites are equipped with battery back-up, which allows them to operate on emergency power for a period of at least three hours. Some more developed sites are supplied with generators, which can be activated remotely or which operate on a hot switch-over basis. Nextel also has on hand several portable generators, which can be deployed to a cell site as needed. These generators can provide service for an extended period of time during a power outage. Nextel also has several "Cell On Wheels," complete, self-contained cell sites, which can be transported to a location and put into operation with a minimum of effort. The operation of the individual cell sites is continually monitored at our main switch by the Operations Maintenance Center to make sure that this element of the system is operating properly. If there is a malfunction, the technician monitoring the system will be alerted and can take the appropriate corrective action.

2.10.3 The Interconnect Network

The Nextel interconnect network consists of multiple T1 circuits on various combinations of copper, fiber and microwave radio systems. In general, a large portion of the network is leased from either the local telephone company, Competitive Access Providers (CAPS) or an Inter-exchange Carrier (for cross-LATA systems). In many cases, a T1 circuit will utilize more than one carrier's network as it transits the market area.

Typically, the majority of the network is leased from regional Bell companies. Most of our hub locations are placed on SONET bi-directional fiber rings. This significantly reduces the chance of network failure due to cable dig ups, equipment failures or other potential causes of service interruptions. Of course, all the Bell central offices are equipped with generators and large battery backup plants. The "local loop" section of the T1 service will be placed on local SONET rings and loop plant SONET rings, where available. Since the Bell companies have built the T1 circuits directly into our sites, they are responsible for the circuit to the inside of our equipment area and this gives increased survivability and restoration capability to the network. Circuit access to the Nextel switch location is through diverse SONET fiber systems with diverse cable entrance and routing to the Nextel's telephone company room.

For sites outside of the metro areas, most of the local T1 circuits are leased from the regional Bell companies. Some of the remote site locations are served by digital microwave radio. These radio systems have been professionally engineered and are equipped with protected electronics (hot-standby) in all cases and, where appropriate, space diversity antenna systems to increase the path reliability to above 99.999% per year. The larger service areas are equipped with digital cross-connect (DCS) hub equipment with remote access connection to the Maintenance and Alarm center. T1 service from these hub locations to the Nextel switch location is provided on at least two diverse routes. Should there be a service interruption on one of the carrier routes, with the remote DCS equipment and remote protection switching capability, some service can be rerouted to working routes. All DCS locations are equipped with long term battery backup systems. As with the metro area circuits above, access into the Nextel switch location from the remote hub locations is via at least two carriers with two separate routes all the way to our telephone company room.

2.10.4 At the Switch Location

The main switch for Nextel systems are typically located in areas near a power utility substation and the Bell company Central Office. These locations have 14 hours of battery backup and an endless supply of generators for as long as fuel is on hand (at least 20 hours). The main system components located here are the Base Site Controllers (BSC), the Dispatch Application Processor (DAP), and the Mobile Switching Center (MSC).

Typically, at this switch there are multiple BSC'S, which are fully redundant. The DAP is also fully redundant. The Mobile Switching Center is fully redundant and even if the MSC were to be completely inoperable, subscribers would still be able to make dispatch calls through the DAP. The Home Location Register (HLR), which determines which units are subscribers, is redundant in Los Angeles, complete with redundant subsystems.

Nextel has taken every precaution to ensure that the system will remain operative during man-made or natural disasters. Every component of the system is monitored continually for failure and is backed-up with redundant equipment. Nextel systems across the country have weathered many natural disasters and continued to provide communications. In many instances, the relief agencies have used Nextel service in their relief efforts. All of our systems in markets across the country have been built to the same design criteria and stringent standards.

Nextel Communications' Repair Process and Policy

The following is an outline of the general policies of Nextel Communications in relation to customer service issues.

All billing and feature issues can be handled by dialling 611 from the Nextel phone.

In the event that there is an equipment issue, the phone must be brought to one of our service locations or sent to the Novi location. A listing of the Michigan service locations is attached to this document.

While not all inclusive or binding, the following is a list of some of the issues that an end user might face with their equipment and is intended to give a basic understanding of our level of service. Times quoted are for the time of repair and do not consider the fact that other customer repairs may need to be handled before starting the new repair.

Broken or bent antenna - This repair is not covered under warranty and would incur a charge of \$25.00. The repair time would be less than 30 minutes.

Broken Display - This repair would not be covered under warranty and would result in a charge of \$60.00. The repair time would be less than 30 minutes.

Warranty swap - Any repair that is deemed to be covered by warranty would result in the unit being exchanged with a unit of similar condition. If the unit was purchased less than 30 days previous to the repair, the unit will be switched with a new unit. Typical time for a warranty exchange is 60 minutes.

Units that are deemed to be physically damaged, or have liquid contamination or damage will not be covered under warranty. In this event, the customer is offered a 20% discount off of retail for the purchase of a new phone. In consideration of this discount, the customer agrees to allow Nextel Communications to have possession of the damaged phone. This type of transaction typically takes between 40 - 60 minutes.

If a unit is shipped and damaged during the transit, Nextel will replace or fix said unit.

Nextel Servicing Locations

Novi

40000 Grand River, Suite 200
Novi, MI 48375
248-386-5800

Southfield

300 Galleria Officentre, Suite 101
Southfield, MI 48034
248-213-3100

Lansing

2807 Jolly Road, Suite 360
Okemos, MI 48864
517-324-4800

Grand Rapids

4695 44th Street S. E.
Suite B-150
Grand Rapids, MI 49512
616-974-2400

Clinton Twp.

15945 Nineteen Mile Rd, Suite 206
Clinton Township, MI 48038
810-226-2300

Ann Arbor

950 Victors Way, Suite 70
Ann Arbor, MI 48108
734-214-7900

Customer Service Contacts:

Nextel Customer Care

800-639-6111

The representatives that will contacts for the State of Michigan:

Tanisha Jackson x8224

Jessica Rolon x8639

Regina Passucci – complex billing & research issues x8247

APPENDIX B

CONTRACTOR'S PRICING

Pricing Details

A few quick facts about Nextel

<p>Nextel National Network</p> <ul style="list-style-type: none"> - Guaranteed all-digital cellular - Home rates and airtime plans follow you wherever you travel on the Nextel National Network - No roaming charges anywhere in the U.S. - No landline connection charges; local calls are local - Local calls are based on current rate plans 	<p>Voice Mail and Digital Cellular Calling Features</p> <ul style="list-style-type: none"> - Digital cellular calling features include Call Hold, Call Waiting and Call Forwarding - All calls made to Nextel voice mail from a Nextel Phone are billed at listed digital cellular rates - Calls transferred to numbers other than Nextel voice mail via Call Forwarding are billed at \$0.10 per minute and long distance charges 	<ul style="list-style-type: none"> - Netel offers One-Second Rounding. Which means after the first minute calls are rounded to the second. We call it one second rounding, you call it big savings. - Nextel delivers digital cellular long distance for a flat rate of \$0.15 per minute. Unlike many other companies, we don't charge for landline connections or premiums for peak airtime. - Nextel Direct ConnectSM allows you to instantly connect with one or all of your co-workers at a fraction of the cost of cellular with the push of one button.
<p>Digital Cellular</p> <ul style="list-style-type: none"> - All digital calls are rounded to 	<p>per minute</p>	

the nearest second after the first minute			
- Directory information calls are additional			
Nextel Direct ConnectSM <i>(if available on your Service plan)</i>	Text and Numeric Paging		
	- Numeric paging and voice mail alerts are free of charge		- Nextel's National Network is simplicity with no access codes, PINs or extra digits to reach people and no roaming charges.
	- Text pages up to 140 characters are billed as referenced in each plan		
	- NexNote TM and NexNote Plus TM paging software are available		- Nextel phones, manufactured by Motorola offer advanced digital services such as: Voice Mail,
- Digital two-way radio function	- E-mail and Web Paging are available		Text and Numeric Paging, Call Waiting and
- Cost is a fraction of traditional cellular rates	to send pages to Nextel customers		Caller ID*.
- Call duration is rounded to the nearest second	Caller ID*		- The Nextel National Network offers the latest in digital calling: high security, clarity and no cross talk.
Group Call	- Screen your calls and manage costs for one low price per month		
- Call duration is timed and multiplied by the number of participants involved in the call	- Per-Call Blocking and Per-Line Blocking are available for all Nextel customers		- Nextel has no minimum-term contracts.
- Call initiator is billed for the call	<i>*Caller ID is not available in all areas</i>		<i>*Caller ID not available in all areas.</i>

Long Distance

- Long distance is billed at \$0.15 per minute within the continental U.S. in addition to listed digital cellular airtime charges.

- Long distance charges apply to:

*all outbound calls made to numbers outside a Nextel local calling area

*all calls received while traveling

outside Home Calling Area

Additional Line*

- Separate business from personal calls or dedicate a second line to your most important calls

- Second line rings and gives you the option to take the call, even if you are on line 1

3-Way Calling*

- Connect with two other parties at the same time

**Not available on all Nextel phone models.*

Please ask your Sales Representative for details.

SECTION 4.0 PRICING

4.1 Nextel Equipment Pricing

NATIONAL PHONE KITS

Pricing and Packages

rev: September 1, 1998

EFFECTIVE: 1 September 1998

(Prices are subject to future change.)

Please note: 17% discount will be offered to the *State of Michigan* on all equipment and accessories. (Installation and labor not included)

Please visit our website: www.nextel.com for details on Nextel's equipment and accessories.

Model	Package			Suggested Retail Price	Promotional Price
	*Battery	Charger	Other		
i1000 New Integrated Portable Phone	Standard Li 900 mah (ntn8614)	Travel charger (nnp6197)	Plastic holster (ntn8657)	\$299.00	\$100 off
i390 Integrated Portable Phone	2 Slim+Nimh 600 mah (ntn8609) or (tnc0651)	Rapid Charger (ntn8103)		\$99.00	
i600 Integrated Portable Phone	Slim NiMH 800 Mah (ntn8521)	Rapid Charger (ntn8103)		\$199.00	
I370 Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		\$179.00	
R370 Rugged Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		\$279.00	
C280 Digital Cellular Portabel Phone	Standard NiCd 700 mah (ntn8099)	Rapid Charger (ntn8103)			\$49.00 v supplies
M100 Mobile Dispatch Only			Mic, built-in speaker, installation kit, wiring. Does NOT include installation and antenna.	\$649.00	
M370 Mobile Integrated Phone			Handset, visor mic, installation kit, wiring. Does NOT include installation, antenna, or external speaker	\$649.00	
B370 Base Station Integrated Phone			Handset, external speaker, installation kit, wiring. Does NOT include installation, power supply, and antenna	\$699.00	

* all portable packages include 1 battery unless specified

NEXTEL ACCESSORIES PRICE LIST

		SUGGESTED	
PART NUMBER	DESCRIPTION	RETAIL PRICE	SALE PRICE
<i>Cases (1600™,i390,1370, r370, c280 and m370)</i>			
WNC0601	Nextel i600 Leather Case	\$19.95	\$14.95
WNC0371	Nextel 1370 Leather Case	\$19.95	
WNC0281	Nextel Leather Pouch for i600™. i390, i370, c280	\$19.95	
NTN8366 (1590)	Motorola Carry Holster for i600™, i390, i370, r370, c280	\$14.95	
NTN8365 (1589)	Motorola Leather Pouch for i600™, i390, i370, c280	\$24.95	
NTN8119	Motorola Nylon Pouch for i600™, i390, i370, c280	\$19.95	
NTN8648 (1592)	Motorola i600™, i390 Leather Case with Window	\$24.95	
MR1002	i600™,1390 Hard Leather Case w/Swivel	\$29.95	
NTN8090 (1588)	Motorola i370 Leather Case	\$24.95	
NTN8396	Motorota r370 Nylon Case with Belt Loop	\$29.95	
NTN8414	Motorola r370 Nylon Case with Belt Clip	\$29.95	
NTN8398	Motorola r370 Hard Leather Case with Belt Loop	\$44.95	
NTN8397	Motorola r370 Hard Leather Case with Swivel	\$49.95	
<i>Audio (i600™, i390, i370, r370, c280 and m370)</i>			
NTN8369	Audio Connector*	\$24.95	
NTN8367	Earpiece with Microphone*	\$24.95	
NTN8497	Earpiece Headset with Boom Microphone*	\$29.95	
NTN8496	Lightweight Headset*	\$39.95	
NMN6257	r370 Remote Speaker/Microphone*	\$89.95	
NAF5075	r370 Antenna: 1/2 wave*	\$39.95	
<i>Vehicle (i600™, i390, i370, r370, c280 and m370)</i>			
NTN1583	Hands-Free Car Adapter for i600™, i390, i370, r370, c280*	\$99.95	\$89.95
NTN1580	Car Kit for i600, i390*	\$249.95	
NTN1408	Car Kit for i370, c280*	\$149.95	
NTN1567	Car Kit for r370*	\$139.95	
NTN8512	i600™ Car Kit Replacement Cradle*	\$199.95	
HMN4058	Remote mic/PTT for Car kits and m100*	\$39.95	
FLNB834	Remote PTT for Car Kits*	\$29.95	
HSN1005	External Speaker for Car Kits*	\$149.95	
HSN4030	External Speaker for m370*	\$39.95	
<i>Software (i600™, i390,i370, r370, c280 and m370)</i>			
NTN 1 577B	iDEN Organizer v1.02*	\$29.95	
NEXNOTE-WN	NexNote™ 3.0 - Windows	\$9.95	
NEXNOTE+-WN	NexNote Plus™ 3.0 - Windows	\$19.95	

PART NUMBER	DESCRIPTION	RETAIL PRICE	SALE PRICE
i1000 Batteries			
NTN1645	Motorola Slim Lithium Ion Battery	\$59.95	
NTN1644	Motorola Standard Lithium Ion Battery	\$54.95	
i1000 Chargers			
NPN6197	Motorola Travel Charger	\$29.95	
NTN1627	Motorola Dual-Pocket Desktop Charger	\$59.95	
NTN1628	Motorola Cigarette Lighter Adapter	\$39.95	
i1000 Cases			
FSL1100	Nextel Leather Case with Belt Clip	\$19.95	
FSL1200	Nextel Leather Case with Swivel	\$19.95	
NTN1638	Leather Pouch by Motorola	\$19.95	
NTN8657	Carry Holster by Motorola	\$9.95	
i1000 Audio			
NTN8654	Audio Adapter*	\$24.95	
NTN8367	Earpiece with Microphone*	\$24.95	
NTN8497	Earpiece Headset with Boom Mic	\$29.95	
NTN8496	Lightweight Headset*	\$39.95	
i1000 Vehicle			
NTN8656	Hands-free Car Adapter*	\$119.95	
NTN1661	Hands-free Car Adapter w/ Dash-Mount Phone Holder		\$129.95
NTN8840	Dash-Mount Phone Holder	\$19.95	
FLN9108	Remote PTT Switch*	\$24.95	
i1000 Software			
NTN1613	iDEN Organizer*	\$59.95	
Batteries (i600™, i390, i370, c280, and m370)			
TNC0651	Nextel Slim NiCd Battery	\$29.95	\$24.95
TNC0801	Nextel Slim NiMH Battery	\$49.95	\$39.95
NTN8098 (1586)	Motorola Slim NiCd Battery	\$59.95	\$39.95
NTN8609	Motorola Slim NiMH Battery	\$24.95	
NTN8524	Motorola Slim Lithium Ion Battery	\$119.95	
NTN8100 (1587)	Motorola High-Capacity NiMH Battery	\$39.95	
NTN8450	Motorola High-Capacity Lithium Ion Battery	\$59.95	\$49.95
NTN8525	Motorola High-Capacity Lithium Ion Battery	\$119.95	
Chargers (i600™, i390, i370, r370, c280 and m370)			
ANC3126	Nextel Cigarette Lighter Adapter	\$29.95	\$24.95
NTN8105 (1585A)	Motorola Cigarette Lighter Adapter	\$34.95	\$29.95
NTN8103	Motorola Dual-Pocket Rapid Charger	\$99.95	\$79.95

4.3 Nextel Service Pricing

Highlights of the Nextel Pricing Proposal

Because of the unique features that Nextel offers with its service, there are several highlights that must be considered to realize the full impact of this feature-rich service.

No Roaming Charges on Cellular

Nextel does not charge for roaming in the U.S. and Canada (on the Clearnet system). This will be a significant savings for those *State of Michigan* employees who travel out of their home area. When traveling, the *State of Michigan* user will merely have to turn the unit on, and the registration is done automatically. There is no need to put in a code, and there is no charge.

Flat Long Distance Rates

All long distance calls on the Nextel system are billed at \$0.15 per minute, and calls between the US and Canada are billed at \$0.30 per minute. The local calling area of the Nextel system is considerably larger than that of a typical wireline service.

One Second Rounding

After the first minute on a cellular call the user is charged only for exactly how many seconds he is on the phone. The calls are rounded to the next second. All Direct ConnectSM calls are rounded to the next second. This can be tremendous savings for *State of Michigan*.

The Direct ConnectSM Advantage

In Nextel's experience with large corporations, Nextel has found that the Direct ConnectSM can provide a tremendous savings. Typically, in a corporation the majority of calls are made within the company to fellow co-workers. In informal surveys, Nextel has discovered that within large companies an average between 40% to 70% of the calls are internal. Since Direct ConnectSM charges are lower than digital cellular, a company can realize a tremendous savings by utilizing Direct Connect. This feature can be used in a wide coverage area. For example, a *State of Michigan* employee in Seattle can instantaneously talk to other members of his business workgroup in Spokane, Portland and Eugene by pressing one button.

Private Call

Nextel encourages its customers to use Private Call when using the Direct Connect(sm) service, because billing for a Group Call is based on how many members of the talkgroup are on the call. If there are ten talkgroup members, the billing for the call will be the per-minute rate times ten.

Integration of Paging

With the Nextel service paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

The pricing structure reflects this integration. An unlimited number of numeric pages are included and a number of text messages are also included depending on the rate plan used.

Flexibility in Pricing

The State of Michigan can change their service pricing plan at any time. Nextel does not require any commit time to utilize our services. This will enable you to take advantage of more attractive pricing as your needs change. Nextel offers several pricing plans based on function and usage.

CENTRALIZED OR DECENTRALIZED PRICING

Nextel's strength comes from being the only carrier that can offer a 100% guaranteed digital network, wholly owned by Nextel, eliminating the need to partner with any other carriers to provide the coverage *State of Michigan* needs. Because of this, Nextel is able to be quite flexible in its pricing structure and is pleased to be able to offer our corporate clients a choice of either centralized or decentralized pricing.

Nextel offers its clients a flat rate for service per unit per month. The flat rate includes an amount of "Direct Connect(sm)," or two-way radio time, an amount of cellular time, and included numeric and text pages. There are numerous choices of what the flat rate may be, depending on which Nextel area the user may be in.

Decentralized Pricing

Nextel has several independent profit and loss centers around the country, all with their own Nextel home market pricing. Promotions and rates will vary from one Nextel market area to another. Users may take advantage of these rates if they wish.

Centralized Pricing

For some clients, a centralized approach is preferable. The Account Advantage Rate Plan as well with the applicable discount schedule is attached for your reference.

NEXTEL SERVICE PRICING

A 5% discount on all non-Advantage and Advantage Plus service pricing will be offered to the State of Michigan. Also, shipping charges and activation fees will be waived.

Service Pricing is billed 30 days in advance, plus first pro-rated month.

For New Activations

	Portable Phone Promo	North Region i390/i600 Extra Battery Promotion	Waiver of \$3 Business Net Membership Fee	New Performance Plans	New Performance Plus Plans	Performance Enhanced Plans
Definition	Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95.	Waive \$3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999
Requirements		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.		There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.	
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.
	Replacements for the i390 are \$149, for the i600 are \$199, and for the i1000 are \$299 through the Direct Sales Channel.	This promotion is not available through Nextel Nextday.	Must be a new activation or an account set up prior to 1/1/99 that is converting all units to the Business Network between 4/1/99 and 5/31/99. No replacements.	Must activate on a new Performance Rate Plan.	Must activate on a new Performance Plus Rate Plan.	Must activate on a new Performance Enhanced Rate Plan.

For New Activations

	Portable Phone Promo	North Region i390/i600 Extra Battery Promotion	Waiver of \$3 Business Net Membership Fee	New Performance Plans	New Performance Plus Plans	Performance Enhanced Plans	Additional Line Service Plan	Referral Prgm.
Definition	Special price of \$99 on the i390. Special price of \$149 on the i600, \$50 discount off the \$199 SRP. Special price of \$199 on the i1000, \$100 discount off the \$299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only \$29.95. That's a savings of \$10 off the already low sale price of \$39.95.	Waive \$3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network SM . The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.	Nextel customers can activate the Additional Line Service on their i600 or i1000 on a new promotional \$25 plan that includes 250 cellular minutes and \$0.10 overage.	\$10 per unit credit for every newly referred, activated unit.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - June 30, 1999	May 13, 1996 - June 30, 1999
		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.	There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.				New customer cannot be a previous customer of Nextel.
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	Referred units must be activated outside of the referring customers account.	
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Potential customers and referring customers may not be employees or their family members.	

Nextel Great Lakes Area Rate Plans

Michigan/Toledo, Northern Ohio and Columbus
Markets

	Performance Plans				Performance Plus Plans ⁽¹⁾				Performance Enhanced Plans ⁽¹⁾	
	Performance 150	Performance 300	Performance 600	Performance 1200	Performance Plus 20	Performance Plus 150	Performance Plus 300	Performance Plus 600	Performance Enhanced 600	Performance Enhanced 1200
Monthly Access Rate	\$39.95	\$49.95	\$64.95	\$94.95	\$34.95	\$54.95	\$64.95	\$79.95	\$99.95	\$129.95
Digital Cellular										
Included Airtime	150	300	600	1200	20	150	300	600	600	1200
Double Your Minutes Promotion! ⁽⁵⁾	300	600	1200	2400	n/a	n/a	n/a	n/a	1200	2400
Additional Minutes	\$0.25	\$0.22	\$0.19	\$0.17	\$0.30	\$0.25	\$0.22	\$0.19	\$0.19	\$0.17
Nextel Direct Connect										
Minutes Included	0	0	0	0	150	150	150	150	NA	NA
Direct Connect Promotion! ⁽⁵⁾	50	50	50	50	n/a	Unlimited Pvt Call	Unlimited Pvt Call	Unlimited Pvt Call	n/a	n/a
Private Call, rate per minute	\$0.15	\$0.15	\$0.15	\$0.15	\$0.12	\$0.12	\$0.12	\$0.12	Unlimited	Unlimited
Group Call, rate per minute ⁽¹⁾	\$0.15	\$0.15	\$0.15	\$0.15	\$0.12	\$0.12	\$0.12	\$0.12	\$0.12	\$0.12
National Text & Numeric Paging										
Numeric Pages Included	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Each Text Page	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Enhanced Services Promotion! ⁽⁵⁾										
Voice Mail, Caller ID, 100 TNP	n/a	n/a	n/a	n/a	n/a	Included	Included	Included	Included	Included
Optional Features		Notes								
Voice Mail	\$3	(1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.								
Caller ID ⁽³⁾	\$3	(2) A customer must subscribe to a plan with Unlimited Private Call to join the Nextel Business Networks. (Subscription fee may apply when joining the Business Networks.)								
Incoming/Outgoing Call Restrictions (each)	\$2.50	(3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.								
100 Text Messages	\$3	(4) Additional line can use any rate plan, including the \$10.00 cellular only plan as listed under optional features.								
300 Text Messages	\$7	(5) Promotions available for a limited time only.								
1,000 Text Messages	\$15									
Enhanced Services Package	\$6									

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE. SM

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are trademarks and/or service marks of Nextel Communications, Inc.

Rate plans are subject to change without notice. Other restrictions may apply.

Caller ID not available in all areas.

Nextel National Business Plans							
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Michigan/Toledo, Northern Ohio, Southern Ohio and Western Pennsylvania Markets

	National Business Plans		
	Business Plan 600	Business Plan 1000	Business Plan 1400
Monthly Access Rate	\$89.95	\$129.95	\$159.95
Digital Cellular			
Included Airtime	600	1000	1400
Additional Minutes	\$0.25	\$0.25	\$0.25
Long Distance	Included	Included	Included
Nextel Direct Connect			
Minutes Included	N/A	N/A	N/A
Private Call, rate per minute	Unlimited	Unlimited	Unlimited
Group Call, rate per minute ⁽¹⁾	\$0.15	\$0.15	\$0.15
National Text & Numeric Paging			
Numeric Pages Included	Unlimited	Unlimited	Unlimited
Each Text Page	\$0.10	\$0.10	\$0.10

Optional Features	
Voice Mail	\$3
Caller ID ⁽³⁾	\$3
Incoming/Outgoing Call Restrictions	\$2.50 (each)
100 Text Messages	\$3
300 Text Messages	\$7
1,000 Text Messages	\$15
Enhanced Services Package	\$6
<i>100 TNP, Caller ID, Voice Mail</i>	
Additional Line ⁽⁴⁾	
Monthly Access	\$10
Per Minute Cellular Rates	\$0.25

Notes

- (1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.
- (3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.
- (4) Additional line can use any rate plan, including the \$10.00 cellular only plan as listed under optional features.



Great Lakes Area
State of Michigan Service Pricing

*Discounts are driven based on new account implementation.

<i>Account Advantage Plan</i>	
Monthly Access Charge per Unit*	\$17.00
Number of Units	Access Discount
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	Airtime Per Minute
0 - 499	Rate
500 - 999	\$0.28
1,000 - 9,999	\$0.23
10,000 – 24,999	\$0.19
25,000 +	\$0.17
	\$0.16
Nextel Direct Connect SM	
minutes included	0
additional minutes	\$0.15
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	\$0.10
each operator-assisted message	\$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans

incoming/outgoing call	\$2.50 (each)
restriction	\$3.00
100 text messages	\$7.00
300 text messages	\$15.00
1,000 text messages	\$3.00
caller ID	n/c
caller ID blocking ⁽¹⁾	
additional line	\$10.00
monthly access	\$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

State of Michigan Service Pricing

*Discounts are driven based on new account implementation.

<i>Account Advantage Plus Plan</i>	
Monthly Access Charge per Unit*	\$40.00
Number of Units	Access Discount
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	Airtime Per Minute
0 - 499	Rate
500 - 999	\$0.28
1,000 - 9,999	\$0.23
10,000 – 24,999	\$0.19
25,000+	\$0.17
	\$0.16
Nextel Direct Connect SM	
minutes included	150
additional minutes	\$0.12
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	\$0.10
each operator-assisted message	\$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans	
incoming/outgoing call	\$2.50 (each)
restriction	\$3.00
100 text messages	\$7.00
300 text messages	\$15.00
1,000 text messages	\$3.00
caller ID	n/c
caller ID blocking ⁽¹⁾	
additional line	\$10.00
monthly access	\$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

To highlight the convenience of having an additional line, we are pleased to announce a special promotional rate plan for new or existing Additional Line Service subscribers. For an incredible price of only **\$25** a month, customers can get **250** minutes of cellular usage on their additional line with overages at a low per minute rate of only \$0.10.

Hurry! This offer is only available from 4/1/99 through 6/30/99. Those who sign up for Additional Line Service on this plan are guaranteed these low rates until 7/1/2000.

Customers with i600 or i1000 phones can now take advantage of the benefits and convenience of having an additional line. As a reminder, Nextel's Additional Line Service is great for...

- Separating personal and business for cellular usage.
- Giving employees an option to have a cellular phone, without the company having to incur the risk of additional airtime charges.
- Providing an "emergency" or "important caller" identification by giving the number to a limited group of individuals.
- Reducing inbound toll charges for callers to Nextel customers, by setting up a second PTN in the local Nextel coverage area.
-

Even if you aren't interested in one of the above reasons, an extra 250 of cellular minutes at only \$25 is an incredible offer by itself!

Terms and Conditions

- Available to existing units, as well as new units that are activated on this plan between 4/1/99 and 6/30/99 in any North Region market.
- Cellular minutes cannot be combined (pooled) with cellular minutes on primary line.
- Only available to users of Nextel phones with Additional Line Service capability (i600 or i1000).
- Long distance fees are extra.
-

REFERRAL COUPONS

The Referral Program has not changed and has been extended through June 30, 1999.

The new referral coupon is included as the second page. Simply print as many copies of the coupon as you need. Do not make any changes to the coupon. The coupon must be completed and submitted as usual for referral credit. Please review the guidelines below for details.

Offer

Until June 30, 1999 any Nextel customer can receive a \$10 credit for each unit activated at the time of account setup on a new account that they refer to a Nextel representative.

The purpose of the Customer Referral Program is:

1. To motivate and incent our current customers to recommend Nextel products and services to their customers, industry peers, or other prospects.
2. To provide an easy method of referral and customer credit receipt.

Communication

Nextel sales representatives can communicate this program to customers and prospects. It will not be mentioned in advertising or direct mail.

Promotion Guidelines

1. Referred prospect must activate units within the Great Lakes Area by June 30, 1999.
2. Referrals must be outside of the current account. A customer cannot refer an internal department or division and receive referral credits.

3. A Nextel Referral Coupon must be completed and submitted with the referred prospect's Subscriber Agreement.
4. Referring customers will receive credit only upon activation of referred prospect account.
5. Dollar credit applicable only to the initial number of units activated. Subsequent account activations do not count toward additional dollar credits for referring customers.



Referral Coupon

\$10 Credit Per Unit

Offer Expires June 30, 1999

Not redeemable for Cash

Nextel Referral Program Terms and Conditions

1. This coupon may be redeemed for a \$10.00 per unit credit to be applied against the referring customer's digital iDEN system bill. It cannot be redeemed for cash. The coupon must be signed by the new customer and must accompany a qualified new order. The credit will be applied to the air time and access fee portions of the referring customer's first digital iDEN system bill (not to equipment charges or charges for other services) following final completion and approval of a Nextel iDEN service agreement by new customer. If new customer does not become a customer of Nextel's iDEN system for any reason, the referring customer will not be entitled to any credit. Nextel shall not be obligated to accept any new customer except in Nextel sole discretion.
2. To be eligible for the credit, both the referring customer and the new customer must be customers on Nextel's digital iDEN system in the Great Lakes Area.
3. To be a qualified new order, the new order must be (i) signed by the existing and new customers, (ii) submitted to Nextel on or prior to 6/30/99, with this coupon attached to the new order. Also, to be a qualified new order, the new customer must not have been previously a customer of Nextel's digital iDEN system.
4. Only one coupon is permitted for each new customer.
5. Nextel reserves the right to alter or withdraw this offer at any time during the program without prior notice. Nextel may decline acceptance of any coupon that does not adhere to these terms and conditions.
6. This offer is void where prohibited by law. All disputes will be resolved by Nextel in its sole discretion.
7. Nextel employees and their families are not eligible for the credit and may not be new customers entitling referring customers to the credit.

.....*Complete the section below and return the entire form with
order*.....

Existing Nextel Customer Providing the Referral Information (please print)

Name: _____

Company: _____

Account #: _____

Signature: _____

New Customer Information (please print)

Name: _____

Company: _____

of Units: _____

Signature: _____

Name of AE or Dealer: _____